

THE  
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[Formerly the *TRADE CIRCULAR*]  
With which is incorporated the

**American Literary Gazette and Publishers' Circular,**  
Established in the year 1852.

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**NOTES IN SEASON.**

MANY of our readers will be on their way to the trade sale by the date of issue of this number. A good attendance is expected on Wednesday, and the sale of stereotype plates on Tuesday, the ninth, should not be forgotten by publishers or those "contemplating" being publishers.

J. B. LIPPINCOTT & Co. have two books ready this week, as follows: "The American Railroad Manual for the United States and the Dominion," compiled and edited by Edward Vernon, imperial 8vo, pp. 720, \$7.50. The work contains full particulars of the mileage, capital stock, bonded debt, equipment, earnings, expenses, and other statistics of railroads now built or in course of construction, with railroad maps of the United States and Canada, and separate maps of each State and Territory, and other information concerning the different railroad companies; and "The Mission of the North American People, Geographical, Social, and Political," by William Gilpin, late Governor of Colorado, which will be illustrated by six charts, showing the physical architecture and thermal laws of the several continents.

THE advance orders for "The Son of the Organ-Grinder," by Madame Schwartz, have been so large that Porter & Coates have been compelled to double the number of the edition they at first intended to print. This firm has just issued a new

catalogue of their publications, which may be had on application.

G. P. PUTNAM'S SONS have a goodly list of books for publication September 15, including the new novel by an American author, Leonard Kip's "The Dead Marquise"; Maitland's Utopian romance of "By-and-By"; the two old children's favorites, "Mother Goose from Germany" and "Mother Pitcher," which were on Leypoldt & Holt's catalogue, but have been long out of print, and the Student's Classical Atlas, Taylor's Geological Stories, Mrs. Eiloart's "The Boy with an Idea" and Greenwood's "Legends of Savage Life," all of which will be found referred to in detail in our article on Fall Announcements.

DEAN STANLEY'S "Sermons and Travels in the East" are those preached by him in his tour through Palestine and the East with the Prince of Wales. As may be conjectured, the localities suggested the texts for the sermons, the words of which must have sounded doubly impressive when spoken in the midst of the scenes where the great events of Biblical history were enacted. "Lady Green Satin and Her Maid Rosette," from the French of Madame la Baronne E. Martineau des Chezeaux, is a pleasing and dainty specimen of juvenile fiction, handsomely made, and containing several illustrations. Both these books are issued by Porter & Coates.

Two new American novels appear this week, which are high above the average. The advance orders for Dr. Holland's "Arthur Bonnicastle" (Scribner's), whose exquisitely tasteful binding will still further extend its sale, are very large; and a wide success may safely be predicted for Gen. Lew. Wallace's historical romance of the conquest of Mexico by Cortes, "The Fair God; or, The Last of the 'Tzins'" (Osgood's). This book may be compared to Bulwer's "Last Days of Pompeii" for its minute care in reproducing historic details, and scarcely less for the glow of life which breathes in its pages and compels the attention of the reader. It is full of action and adventure, and the best of its class that has appeared in this country for many years.

THE memorial volume of the poet Channing upon Thoreau, the poet-naturalist, who must always claim a foremost place in purely native literature, is an exceedingly good and a charming book. Roberts Bros. issue it—in tastefully fit shape, of course.

DODD & MEAD's first publication day will be about the middle of the month, when the new books by Hesba Stretton, "Edward Garrett," and Mrs. Charles, author of "The Schönberg-Cotta Family," of all which we have spoken elsewhere, will be issued.

THE Appletons send out this week a collection of the brilliant and entertaining stories printed in their *Journal*, by "Christian Reid," author of "Valerie Aylmer," under the title of "Nina's Atonement, and Other Stories"; Schroeder's "Manual of Midwifery," an unusually comprehensive treatise on this subject by an eminent German authority, and two fresh volumes of their new Cooper, of which the 8vo edition in especial is having an excellent sale.

IN Philadelphia, the fall trade has opened well. The large jobbing houses report that Western and Southern buyers have been numerous, and their purchases have been such as to warrant the belief that the season will be a good one. Altogether the report is encouraging, and the book men generally are sanguine of the coming season compensating for the dull Spring.



## ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported Books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Bagehot.**—Lombard Street: A Description of the Money Market. By Walter Bagehot. 12°. \$1.75. *Scribner, A. & Co.*
- \*\*Baker's Guide to English Parsing.** 4°. 20 c. *Appleton.*
- Baptist Hymn and Tune Book (The),** for Public Worship. Music adapted and arranged by John M. Evans. Large 12°, pp. 438. \$1. *Bible & Pub. Soc.*
- Bartholomew.**—A Latin Gradual, to accompany the author's Latin Grammar. By G. K. Bartholomew. (Eclectic Classical Series) 12°, pp. 150. \$1.25. *Wilson, H. & Co.*
- Belot.**—Article 47. A Romance. From the French of A. Belot. By James Furbish. 8°. \$1.25; pap. 75 c. *Lippincott.*
- Bruey:** A Little Worker for Christ. 16°. \$1.10. *Am. S. S. Union.*
- Burkhardt.**—Fairy Tales and Legends of Many Lands. By C. B. Burkhardt. New ed. Illustr. 12°, pp. 302. \$1.50. *Miller.*
- Connelly.**—Under the Surface. A Novel. By Emma M. Connelly. 12°. \$1.50. *Lippincott.*
- Cooper.**—The Wing-and-Wing; or, Le Feu-Follet. By James Fenimore Cooper. Illustr. with 8 designs by Darley. (New ed. Cooper's Sea Tales, vol. 3.) 8°. \$1.25; pap. 75 c. *Appleton.*
- Wing-and-Wing;—The Red Skins;—The Chainbearer;—The Crater. (New Library ed., vols. 19-22.) 12°. Per vol., \$1.50. *Appleton.*
- \*Cooper.**—A New Biographical Dictionary, containing concise Notices of Eminent Persons of all Ages and Countries, and more particularly of Distinguished Natives of Great Britain and Ireland. By Thomas Cooper, F.S.A. Med. 8°, pp. 1,210. \$5. *Macmillan.*
- Crosby, Prof. A.** See Xenophon.
- Davidson.**—Right at Last. By Mrs. Harriet M. Davidson. 16°. \$1.50. *Young.*
- Donnelly.**—Out of Sweet Solitude. Poems. By Eleanor C. Donnelly. Cr. 8°. \$1.50. *Lippincott.*
- Engleside Stories.** 4 vols., 16°. Cont.:—Fern Glen.—Right at Last.—Loyal to Duty.—Great Success. \$6. *Young.*
- Evans, John M.** See Baptist.
- Faithful, but not Famous.** An Historical Tale. 16°. 50 c. *Am. S. S. Union.*
- Garretson.**—Thinkers and Thinking. By J. E. Garretson, M.D., author of "Odd Hours of a Physician," etc. 16°. \$1.50. *Lippincott.*
- Garrett.**—One Hundred Choice Selections. No. 7. Being a Repository of Literary Gems. Eloquent, Pathetic, Serious, and Amusing. Adapted to the Use of Lyceums, Temperance Societies, Public Readers, Exhibition Rooms, Anniversaries, Family Firesides, Schools, etc. By Phineas Garrett. 12°. 75 c.; pap. 30 c. *Garrett.*
- Gladstone.**—Tom Gillies, the Knots he Tied and Untied. By Mrs. Georgie Gladstone. 16°. \$1.25. *Young.*
- Glendale Series.** 4 vols., 16°. Cont.:—Tom Gillies.—Earl Whiting.—Huntingdons.—Clean Your Boots? \$5. *Young.*
- Grissold.**—The Female Poets of America. Revised and brought down to the Present Time by R. H. Stoddard. With steel plate portraits. 8°, pp. 487. \$5. *Miller.*
- Haines'** Treatise for Justices of the Peace. A Practical Treatise on the Powers and Duties of Justices of the Peace, Police Magistrates, Constables, and Coroners, in the State of Illinois, with the necessary Forms of Proceeding. Sixth ed., revised, conforming to laws of 1873. By Elijah M. Haines. 8°, pp. 850. Lawshp., \$7.50. *Myers.*
- Half-Hours with the Poets,** from Chaucer to Tennyson. Printed with red lines. Illustr. with steel plates. 8°, pp. 370. \$6. *Miller.*
- Holland.**—Arthur Bonnicastle. By Dr. J. G. Holland. With 12 full-page illustr. by Mary A. Hallock. 12°, pp. 401. \$1.75. *Scribner, A. & Co.*
- Holt.**—Fern Glen; or, Lillian's Prayer. By M. H. Holt. 16°. \$1.50. *Young.*
- Jepson.**—The Elementary Music Reader. A Progressive Series of Lessons. By B. Jepson. Books 2d and 3d. 12°. Ea. 75 c. *Barnes.*
- Illinois.** See Haines.
- Industrial A. B. C. Drawing Book.** 12°. Per doz., \$2.50. *Slote, W. & Co.*
- Kirkes.**—Handbook of Physiology. From the Eighth and rev. London ed. Ed. by Mortant Baker. By Wm. Senhouse Kirke, M.D. 12°. With 250 illustr., \$3.25; leather \$3.75. *Lea.*
- Landriot.**—The Valiant Woman. A Series of Discourses intended for Women Living in the World. By Mer. Landriot, Archbishop of Rheims. Transl. from the French by Helena M. Lyons. 16°, pp. 308. \$1.50. *Donahoe.*
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## JAMES MILLER, New York.

(Sept. 13.)

- Fortus.** A Poem. By Philip James Bailey. Red Line ed. Illustr. Sm. 4°, pp. 392. \$3.50.
- The Christian Year.** Thoughts in Verse for Sundays and Holidays. By Rev. John Keble. Red Line ed. Illustr. Sm. 4°, pp. 288. \$3.50.
- Plato's Phædo;** or, The Immortality of the Soul. With Portrait of the Author. 12°, pp. 228. \$1.25.

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- Hill's Probate Jurisdiction and Practice.** The Probate Jurisdiction and Practice in the County Courts, according to the Statutes and Decisions in the State of Illinois, containing the Law of Wills, of Administration, and of Guardian and Ward; being a Guide for Executors, Administrators, Guardians, and Conservators, in the management and settlement of Estates, with forms. By Edward J. Hill, Esq. 1 vol., 8°. (Sept. 15.) \$5.
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(September.)

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(October.)

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(November.)

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Boy. \$3.75.

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Hartwell, or Charity. \$5.

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A Table of Cases Affirmed, Revised, Cited, and Overruled  
in the Volumes of the Reports of the Supreme, Circuit, and  
District Courts of the United States, with Reference to  
Cases in the Reports of the several States which Overrule,  
Deny, Doubt, etc., any of the Cases contained in the  
Reports of the National Courts. By Francis P. Murray.  
8°, pp. 500. \$5. (Oct. 1.)

JOHN WILEY & SON, New York.

Buakin's Lectures on the Greek and English Birds:  
1, The Robin; 2, The Swallow.

WOOLWORTH, AINSWORTH & CO. New York.

First Lessons in French. By Prof. Edwd. H. Magill.  
(Sept.)

## Publishers' First Announcements.

From the New York Commercial Advertiser for two  
weeks ending Sept. 1.

AUG. 21.

Scribner, Armstrong & Co.:—My Beautiful Neighbor;  
—Dictionary of Greek and Roman Antiquities, by  
D'Aremberg and Saglio.

Harper & Bros.:—Coming Home; or, Sithors to Grind;  
—Luther et la Réforme au XVI. Siècle;—The Old Stone  
Quarry.

AUG. 22.

Scribner, Armstrong & Co.:—Luther and the Reformation  
in the Sixteenth Century, translated from the French of  
Count Agenor de Gasparin.

AUG. 25.

Dodd & Mead:—The Works of Rohlf, the Great German  
Traveller.

AUG. 28.

Harper & Bros.:—Taken at the Flood, by Miss Braddon;  
—Follaton Priory;—Florence;—Mill's Logic. New edition;  
—The Middle-Aged Lover;—Nor Love: Nor Lands;  
—The Amusement of a Man of Fashion;—Holiday Letters.

Scribner, Armstrong & Co.:—The Lives of Four  
Great French Christians, translated from the French of M.  
Guizot;—Rosa Noel;—The Great Condé;—Too Soon.

AUG. 30.

Porter & Coates:—In the Days of My Youth, a novel,  
by Amelia B. Edwards;—The Poems of Charles Fenno  
Hoffman, Collected and Edited by his Nephew, Edward  
Fenno Hoffman.

SEPT. 1.

Harper & Bros.:—Her Face was Her Fortune.

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Bandit's Galop. James M. Deems..... .50  
Bridal Eve March. J. C. Englebrecht..... .30  
March Triomphale. Teresa Careno..... .40  
Joy Leaves. Franz Behr. No. 1..... .20

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Emerson..... .30  
Flirting in the Park. Chas. E. Pratt..... .30  
Under the Lamp. A. Nish..... .35  
The Echo. C. Charlton..... .35  
Her Image Haunts me still. Lynette..... .30  
Only a Year ago. Lynette..... .30  
In Holy Devotion. Quartet. James M. Deems..... .40

LOUIS MEYER, Philadelphia.

### Instrumental.

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ing..... .35  
No. 11. Jungmann. Op. 308, No. 3. Far from  
Thee..... .50  
Little Gems for the Piano:  
No. 12. Vogel, Good Night..... .25  
" 13. Stecher, Be Content..... .25  
" 14. Madeweiss, Viellielchen..... .25  
" 15. Mundy, Andante Legato..... .25

No. 16. André, A. Op. 34. Adante..... .25  
Meyer, L. Robin Adair. Transcription facile..... .40  
Orpheus Waltz. (Vogel) Lossé..... .40  
Fairmount Park Waltz (simplified). Loumey..... .50  
Fairmount Park Polka. Shroder..... .40

### Vocal.

O Lord, remember me (Veni Creator). Sacred Quar-  
tet. J. Kinkel..... .35  
Some Happier Day. Alice Hawthorne..... .35  
To Dreamland's Magic Isles. M. Singer..... .25  
\*Little Bird. Come to me (on air Amaryllis). Lou-  
mey..... .40

WHITE, SMITH & PERRY, Boston.

### Instrumental.

Raymond's Reed Organ Gems. Composed, selected,  
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Emerald Set. D. Krug. Op. 186:  
The Aching Heart; The Departure; Separation.  
Ea..... .35

### Vocal.

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Dan Maguinnis's Nursery Rhymes..... .35  
To Rita (Romanza). A. Rita. N. Celega..... .35



## Underselling.

JUST ten years ago Child's *Publishers' Circular* published the first outspoken article on "Underselling." It was based on a letter of Mr. Wm. Tegg to the *London Bookseller*, on the comments of the same by the editor of the *Bookseller*, and on a special communication to Child's *Publishers' Circular*, from an American correspondent. Underselling by publishers, at that time—the time of large editions—was still exceptional; books were bought at the bookstores; the public still had faith in the price above the signature of publishers; booksellers were not afraid to claim their legitimate share of profit; and, reaping it, could fill their shelves with books; the few desperadoes of the booktrade had not yet (Philadelphia excepted) broken into the solid phalanx of local trade, while, indeed, the rank and file were not aware of the coming onslaught. The timely warnings of that article were left unheeded. So forcible and lucid, however, were its arguments, so sadly have its predictions been realized, that to-day, when all testimony is needed, it deserves a foremost place in the consideration of all interested in the earnest question. We deem it a proper moment to reprint a part of this vigorous document along with the communications from our correspondents bearing on the same subject:

The general evils of underselling are depicted with force in the above articles, but they by no means exhaust the inquiry. It is true this petty business of slightly reducing prices can only end in destroying all regularity and uniformity in the trade, in sacrificing permanent interests to temporary emolument, and in finally reducing marketable values to an unprofitable minimum, to be succeeded by the sure reaction of higher rates, and a rebound perhaps even beyond former prices. This is a ruinous and chaotic state of affairs, which should be averted by all possible means. Every moral principle which animates the trade, and every power of regulation which it possesses, should be directed most vigorously and persistently against this pernicious practice, and those of the craft who thus unnecessarily abuse the right of fair and legitimate competition, to the manifest prejudice of their brethren, should be marked and frowned upon in a manner which will express most emphatically the contemptibleness of such conduct.

But there is one particular in which we think Mr. Tegg has not touched the height of the argument. He says, "There is no commercial distinction to be drawn between books on the one hand, and pounds of tea, sacks of flour, or tons of iron on the other." On the contrary, we maintain that there is an important commercial distinction between the cases put, and that there arises therefrom a correspondingly important moral distinction. Pounds of tea, sacks of flour, or tons of iron may be produced or sold by scores of wholesale dealers, and each is at liberty to affix his own price, according to his own estimate of cost. A book, however, unless it be in the exceptional case of rival editions, is produced and put into the market by a single manufacturer, and the principle of competition in price, arising from the fact of there being numerous competing producers of the same article, as in the case of tea, flour, or iron, is thus wholly excluded from the book manufacture. Still another distinction exists: the producer or the wholesale vendor of tea, flour, or iron, has nothing to do with the retail price. Each purchaser sells again at such figures as suit him. Such is the clearly understood rule in the buying and selling of these miscellaneous articles of commerce. But

in the case of a book, the system upon which the business of publication proceeds is entirely different. It may be right or may be wrong; if wrong, it should, however, be changed by some general and co-operative understanding similar to that by which it was introduced and is sustained. The fact of its existence is all that concerns us just now. That system allows the publisher to determine the retail price, and in order that the price thus determined may be profitable to the retailer, the publisher adjusts a corresponding discount therefrom in his sales to the retailer. Thus a book is published to be sold, for instance, at one dollar. That price is fixed, not by the retailer, but by the publisher. The book is bought and sold at first hand with the knowledge that such is the retail price, and the retail buyer and wholesale seller in the purchase proceed upon the understanding that this is the regular price, and is to be maintained as such. Furthermore, each retail buyer is aware that every other retail buyer has made his purchase with the same understanding. It is to be considered, therefore, that a sort of implication or tacit agreement exists that the same rate of selling is to prevail with all retailers. The entire theory and procedure exclude the application of underselling as in ordinary commercial cases. He who undersells violates the understanding which prevailed among his fellow-buyers, ignores the price attached by the producer to the article, and may be regarded as committing a species of fraud upon all others in the trade, who in good faith made their purchase upon the basis of publishers' prices.

Evil, unfortunately, propagates evil, and this mode of injuring others has, we are assured, begun to spread from retailers up to publishers. We regret to be obliged to confess that recent exceptional instances have been brought to our notice in which even the publisher has entered into competition with his own retail buyers, and by underselling sought to stigmatize them as extortionate in their prices, and to drive them from the market by selling at cheaper rates himself. For instance, he will publish a book at one dollar and a quarter, supply the trade at a discount based upon that price, and then while his retail buyers are furnishing it to their customers at the regular price, the publisher is caught selling it at his counter for one dollar! In other words, he sells an article based on a price fixed by himself, and then, for his own additional emolument, does his best to render it valueless in the hands of his vendees. This sinks far below the lowest morals of horse jockeying. It is not only duplicity, but a self-debasement sacrificing manhood to mammon, and proclaiming that honor has gone out of the infatuated devotee of greed; it is not a fraud varnished over by some specious show of principle, but one which displays at first sight its true color as a cheat, all meanness. We can easily imagine a state of facts in which one of these piratical publishers, by publicly holding out to the community a particular price as that which he has affixed to a book, and by declaring to a buyer that he himself and others retail at that price, could, when a purchase has been made in reliance upon these representations, be convicted for obtaining money under false pretences, on proof of the falsity of the statements by which the sale was effected. But in addition to the legal remedy for this grievous wrong, there is another which is in the hands of the trade. Let dealers and retailers studiously avoid the guilty parties. Let the committees of the trade in our large cities deprive them of good standing in the trade, on the same principle according to which the Board of Brokers exclude from their body a member detected in discreditable and dishonest practices in the business. In Germany and France, where the conditions of the book trade have been brought to comparative perfection, such an underselling, double-priced publisher would be speedily banished from the fraternity, and left alone with his stock. We should blush to think that among ourselves the members of the trade were less spirited in their self-protection, and we trust they will take such action as may render it unnecessary for us again to discuss so unpleasant a subject.

To-day underselling has become a question of life and death with the legitimate book trade.

Just one year ago we opened the season with a series of editorials touching upon the great ills of the book trade. The question of underselling naturally took the most prominent place. We refer especially to the numbers for August 1 and August 8, 1872. They were the forerunners of the present movement. Having studied the pathology of underselling since the disease broke out so disastrously in Philadelphia; having constantly watched its increasing ravages among the book trade, and its dangerous tendency toward killing off the many sound and industrious smaller houses, to make room for monopoly; and determined to show up the cause, if not to devise the remedy, we have again and again come back to the subject, urgently inviting public discussion, until booksellers from all parts of the country have raised their voices, demanding to be heard. This communication of facts and expression of opinion is the beginning of reform. The next step is organization. We said in the WEEKLY for August 1, 1872:

All the evils of which we have treated in previous articles upon author's books, the agency system, "introducing" school-books, underselling, etc., etc., we believe are to be attributed to one ultimate and underlying cause—the lack of unity of the trade, the failure to realize that the interest of every person legitimately a member of it is essentially one. The fact that the heads of the trade—the manufacturers or publishers—have practically left this out of the question in managing their business, has led to the present lamentable demoralization of the entire trade. The commercial purpose of publisher, jobber, and retailer alike is to make money by selling books. This means that as many books as possible should be sold at a profitable price. We regard it as beyond question that this purpose is best served by making use of the usual channels of trade, the machinery which every business has found natural and profitable, namely, a system of retail dealers at all points throughout the country which are able to support a retailer. These retailers, when the business is sufficiently remunerative to attract capable men, exert a local influence and nourish a local demand beyond the power of the manufacturer or jobber to cultivate.

And later: "The cardinal trade want, a want which, if met, would effectually meet all others, is a general organization for the purpose of united action on any important trade question." The necessity of a booksellers' convention has been demonstrated by many of our correspondents. But all depends upon being well prepared and upon the choice of a suitable time. We agree with our Columbus correspondent, who favors a national convention of booksellers and stationers as soon as the extensive business to come before that convention can be fully defined to the minds of all the booksellers and stationers in the United States. Meantime the work of discussion and of working up a spirit which shall finally produce general and united action should be vigorously kept up." We are of opinion that a convention, if called to-day, might prove a failure. The movement must become still more general. If every man who has at heart the welfare of the book trade will work for the cause in his district, a convention may be called with safety by next spring.

At the present juncture, moreover, the book trade is too busy preparing for making hay while the sun shines, which is between September and December—though precious little "sunshine" it seems nowadays.

We cannot accept another suggestion of the same correspondent, to report, through the PUBLISHERS' WEEKLY, the names of the houses guilty of underselling. We repeat our reply to a similar suggestion, made previously in the same cause, by another correspondent:

Because it is one of the rules of our paper to print only communications free from personalities. Grievances can be made known and principles discussed without resorting to personal exposure, which often may do much harm, and generally has any but a reformatory effect on the delinquent. Let dealers come to a concerted action, based on an equitable trade code, and the evil-doers will surely be hit as they deserve. It is necessary to repeat that such "code" can only be framed in a general convention of booksellers.

If, after the establishment of a general book trade association, some miscreants should continue these practices, then it will be proper that they should be reported by name to the trade organization, that official proceedings may be instituted against them, according to the constitution and by-laws under which the trade will then be united for its own protection.

The reckless folly of underselling has been carried to an unparalleled extreme in the case reported by our Cleveland correspondent. It is, indeed, adding insult to injury to expect a dealer to circulate among his customers, under the cover of the publisher's imprint, a catalogue, in which "fresh stock" of our leading publishers is offered to the public at lower prices than the dealer himself paid for the copies of the same books displayed on his counter. We hope this young firm has realized by this time the impropriety of its action, and will profit from the lesson which it will unquestionably receive at the hands of the justly indignant retailers.

In addition to the communications on underselling, printed in this number, we have received a letter from a prominent Philadelphia publisher, in which he says: "I notice what you say about underselling. It can and will be put down. I shall be glad to write something. [We hope he will.—ED.] Our Book Trade Association will take it in hand next month."

AFTER the first of October the subscription price of the PUBLISHERS' WEEKLY will be \$3.00 per year; subscriptions received prior to that date will be accepted at the old rates. We find that the requirements of the trade are such that we cannot do justice to our several departments at any less cost than is covered by this amount, and we may add that we believe there are few trade papers which furnish an equal amount of matter, or of paper and print, at the price. We shall at that time add still other features to the PUBLISHERS' WEEKLY. The first number of the month



will continue to be a Reference List Number, and after that date the third will be a special Stationery Number, containing, in addition to the usual features, a price current and order list, corrected to date, of all staple articles in the stationery and fancy goods lines, a descriptive account of novelties, and an editorial monthly market report. We shall also revive the List of New Music, and pursue it so long as it may rightly demand space, and shall substitute for the "Advance Book Notes," which we were compelled to give up last year because the publishers failed to supply material, a new system of short descriptive notes, stating briefly and simply, without attempt at criticism, the topics and substance of important books received, to enable book salesmen to speak knowingly, without trouble of reading, of the books which he offers to his customers. We shall endeavor, also, to make further improvements in present features to the full extent to which we are supported by the trade.

A NEAT and tasteful "Catalogue de l'Exposition Collective" at the Vienna Exhibition represents the Paris "Cercle de la Librairie," a club or association of booksellers, printers, and stationers, which is a very live organization, and has club-rooms where the members associate together and combine for the general good of the trade. We do not know that just this is needed here, but a comparison will suggest how far behindhand is the American trade in organization for its general interests.

WE trust it will not be forgotten that the trade sale affords excellent opportunity for setting the ball a-rolling in the direction of correcting the abuses rampant in the trade. Talk things over, friends, and let us know where we all stand, and we can then tell better what topics should be brought before a bookseller's convention and where it should best be held.

THE pressure of other matter upon our printers for this issue compels the omission of both the selected lists of new foreign books, and the foreign notes usually given in the first number of the month. They will be found in the next issue.

WE are requested to make explanation as to a paragraph in our issue of August 30, stating that recent discussions abroad of the authenticity of certain of De Quincey's writings, have brought out the fact that the collected edition has omitted several works." Those named as omitted are "Walladmor," "Klosterheim" and "The Logic of Political Economy." This, of course, refers to the English edition. The American edition includes "Klosterheim," in the volume entitled "Memorials" and "The Logic of Political Economy," in the volume bearing that name. "Walladmor" was

not De Quincey's, except as he improved very greatly, and in many respects radically changed, a German work which he translated. He gives an exceedingly amusing account of his difficulty in this effort to make a silk purse out of a sow's ear, in his "Literary Reminiscences," in a chapter entitled "Walladmor."

## LETTERS TO THE EDITOR.

*The interests of the trade cannot be better served than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."*

### Underselling.

DAYTON, O., Aug. 19, 1873.

To the Editor of the Publishers' Weekly.

DEAR SIR.—You have often encouraged correspondence from the trade. We avail ourselves of the privilege afforded by your valuable and enterprising medium, of stating one or two of the grievances of "the trade." Let us say, dear sir, as a simple matter of justice, that if each publisher had as much at heart as you yourself have had the interests of the trade (and let us add their own interest too), bookselling would be a much more profitable business. The questions are often asked us by representatives of publishing houses: "Why don't you stock up? Why don't you keep more standards and books in fine binding on hand? Your people here are rich; they certainly are persons of taste and culture. Judging from the houses they live in, they must buy books." Granted. But we cannot make it profitable to purchase and wait for these good, rich people to buy of us. The fact is, we cannot compete successfully with the book-makers when it is a well understood fact that leading publishers retail across their counters their own and the publications of other houses, allowing discounts from retail prices (and to customers that they never saw before and never expect to see again) of from 15 to 40 per cent. For instance, the writer buying a large bill of a leading publishing house, not many months since, was astonished to see a retailer secure a set of standard books, the same we had just given our order for, at a discount of 40 per cent. Is it strange that we cannot compete? The greedy publisher allowed us a discount of 1-3 to 40 off. After paying our freight, boxing, cartage, etc., etc., what is there left? Absolutely nothing—except, perhaps, a few tag ends or "shelfers," heavy *standard stock*. It is hard to see where the bread and butter comes in.

This "cutting under" is carried on by nearly all publishers of miscellaneous and standard books, and in a great measure accounts for the comparatively small amount of books sold by the so-called "booksellers" throughout the country. We have the names of over six hundred booksellers and stationers on our books, who are our regular customers, who are always keen to buy blank-books, albums, pocket-books, wall paper, and the hundred and one articles that booksellers and stationers keep, but are very slow to buy books. Judging from our own retail business, in an annual retail trade of fifty thousand, not five thousand of the



amount is in books. In a wholesale trade of one hundred and twenty-five thousand (aside from school books), not five thousand of the amount is composed of books.

The smaller trade will not invest in books to an amount worth mentioning. Taking them as they run, the country stores that carry stocks of ten to fifteen thousand dollars, besides the school books and a few "old seeds" or *profitless profits*, have not three hundred dollars' worth of new publications and standard works. They say just as we do, and just as any good business man would say: "We cannot compete, and prefer to invest in something that will pay, and that we feel safe in holding."

The sickest looking pilgrims from the East that visit us are the representatives of Eastern publishers. To be sure they have a fine trade just before the holidays, when the bookseller feels safe in ordering, knowing that the good people will have to buy at home because they *can't wait* to get their supplies from the publisher at the "cut rate."

Another great mistake, it occurs to us, is the sending any new book by mail to any part of the country post-paid. The good people argue that they are sure to get this or that from the publisher, and the bookseller may not have it on hand. Now if the good people knew when they saw the advertisement of a new book that they must apply to the bookseller as the only medium through which they could get it, would not the bookseller be encouraged, feeling the ground safe under him? would he not order with greater confidence?

Now, while you have your Board of Trade for the protection and to the profit of the school-book publishers, would it not be well to take a broad and liberal view of the whole ground and establish a general Board of Trade to the profit and for the protection of both bookseller and publisher, making the business of both healthy and profitable? Would not the publisher be the gainer in the end? Would it not be better for the publishers to have an agent in every considerable town in the country, whose interest it is to work for his interest? Thus have, the country over, one price to the retail purchaser, discounts to the trade being governed entirely by quantity purchased. Why should dry goods and hardware men and those in other vocations in our towns grow rich, and the bookseller be "quoted" low down in the scale of credit? Why should not he have the satisfaction of living in his own house as well as his neighbor? We think that this matter ought to be talked up, and a reformation begun which would result in the mutual profit of both publisher and bookseller.

Yours very truly,

WESTERN JOBBER AND RETAILER.

(Of sixteen years' experience.)

COLUMBUS, O., Aug. 25, 1873.

To the Editor of the Publishers' Weekly.

WE have been gratified to see that some booksellers in the country, smarting under the outrageous conduct of certain publishers and wholesale and importing stationers, have begun to complain of it. For a publisher or jobber to sell to a retailer, and then, either by his own solicitation or by yielding to the application of that retailer's customers, sell to the latter at less than a good retail figure is the commission of an outrage which kills the goose that lays the golden egg.

Such publishers and jobbers should be so severely and practically condemned by the united

trade that they would be themselves reduced to simple retailers or humbly beg for pardon from the outraged trade.

We favor a national convention of booksellers and stationers as soon as the extensive business to come before that convention can be fully defined to the minds of all the booksellers and stationers of the United States.

Meantime, the work of discussion and working up a spirit which shall finally produce general and united action should be vigorously kept up.

One point we desire to suggest. It seems not only allowable, but the duty of booksellers in writing of the undersellers to report the names of the houses guilty of it. If a defiant publisher or wholesale stationer in Philadelphia or New York treats all the suggestions of the injustice of his course in underselling with indifference and contempt, his name should be printed in the PUBLISHERS' WEEKLY and exposed to the scorn of the whole trade.

There is no necessity for any resolute retailer to keep on buying from a publisher or jobber who will thus wilfully kill his business. There are plenty of good, fair publishers and jobbers who will sell to him and relieve him from trading with men who get his money under false pretences.

To keep buying of such houses is to voluntarily throw himself into the mouths of the wolves when he may as well escape being eaten up. It is not a sufficient answer that a dealer must supply any book published. There is a great difference between a voluntary and anxious effort to sell one publisher's books and a studied effort to avoid those of another. Let the trade decide to avoid selling the books of any underselling house except when a customer will take nothing else, and then simply order the book for the customer, and the underselling publisher will soon find the call for his books so diminished as to make him feel like entering into a treaty for peace.

There is scarcely any subject on which books are not published by several different publishers, and this fact is sufficient to enable the retailer to succeed generally in avoiding the books of a particular house if there is reason for it.

Any energetic and skilful retailer, if not situated immediately under the shadow of New York or Philadelphia, may generally show his customers that by sending to those cities for goods his expressage will cost as much as the saving in price to say nothing of the trouble of the transaction and danger of loss *en route*.

To cure dealers who undersell, it would be a grand thing for publishers and manufacturers to make a schedule of prices, and refuse to sell to any dealer who broke those prices—as the Joseph Dixon Crucible Co. do with their pencils, which they are pushing into the market. They make a price for the consumer, a price for the dealer according to quantity bought, and notify all parties that if they undersell those figures, they can no longer buy from them.

This protects the jobber and gives the retailer a basis which he can rely upon, and which will be uniform throughout the country.

Yours truly,

HUBBARD & JONES.

SCRANTON, Pa., Aug. 26, 1873.

To the Editor of the Publishers' Weekly.

IN connection with the cut-throat business of underselling or discounting books to everybody I have the following instance to relate. It occurred

in our store a short time ago. One of our customers wanted a school geography and asked how much discount we could allow him, and on receiving our answer—not any—he stated that he had been in Philadelphia a few days previous and bought some books of the largest book and stationery house on Market street, and they allowed him 30 per cent. off retail prices on their publications, and 25 per cent. on those of other houses. There are a large number of lawyers in this city, whose trade we have been trying to get for law books; but many of them tell us that they buy at as good discount as we can, and as we cannot see any fun in doing business by exchanging dollar for dollar even, we do not care to fill their orders at the same prices that the publishers will. Theologians, Physicians, Teachers, etc., do likewise, so that the remainder of the book-buying trade is very small, on which alone booksellers could not live nowadays. A very large portion of the book trade is now being done by several large houses in Philadelphia and New York on the Chatham street principle, which of course affects us and all other booksellers in the country. The remedy for this disreputable way of doing business is in the retailers' hands. If they take proper measures to apply it, I believe it can be cured in a short time and without much expense. Let us get together in some central city this fall, and see what can be done and make an effort to stop it somehow.

"ONE WHO KNOWS."

CHARLESTON, August 25, 1873.

To the Editor of the Publishers' Weekly.

WE would call your attention, if you have not already noticed it, to the following communication in the *Paper Trade Journal*, of 15th inst.:

#### A BOARD OF TRADE.

We understand that there is a movement on foot among the jobbers of miscellaneous books in this city to establish a "Board of Trade" similar to that of the school-book publishers, and thus stop the cutting and slashing of discounts. At the present rate of discount the jobbers do not average a profit of over five per cent., and this is not enough. The business cannot be done successfully on less than ten per cent. It is proposed to include in this board the trade of Philadelphia, Boston, Chicago, Cincinnati, and Cleveland.

Now, while the jobbers are trying to protect themselves from loss, why cannot they do something to protect the retailers from those pirates in the trade who want to sell to both retailer and consumer? One prominent publishing and jobbing house in this city proposes to print in a conspicuous place on their bill and letter heads, "No Goods at Retail." The same house has again and again refused to fill "Library Orders," on the ground that such orders belonged to the retailers. Now if all the jobbers of books would do likewise, how rapidly the retail trade of the country would revive, and the small dealers take an interest in pushing books! How quickly the jobbers and publishers would see the effects of honorable dealing, both in their increased sales and in their profits. It is surely worth their while to protect the retailers.

In addition to what is there offered as a remedy for the existing evils which the jobbers and retailers of books experience, we would suggest that all publishers who would agree to the non-retailing of books, would also follow the example of other wholesale houses, and have placards conspicuously posted in their places of business—"No Goods at Retail;" and to those who still determine to retail, "Retail Prices same as Retail Stores," or some such idea.

PALMETTO.

CLEVELAND, O., Aug. 17, 1873.

To the Editor of the Publishers' Weekly.

WE mail you to-day one copy of . . . , published by . . . You will notice a clearance sale of books at

reduced prices, of 13 pages, bound up, under their own name, in the volume which we are expected to sell to our customers. This is more underselling than booksellers even can do, and asking rather too much of us to circulate for them. We purpose to make no comment. You can make your own conclusion by examination. Publishers are more to blame for the spread of underselling than all others. No reform conference of booksellers can put a stop to this unless the publishers will be honest in their business.

What would you advise a bookseller to do when he receives a lot of these books? I. C.

TERRE HAUTE, Ind., Aug. 25, 1873.

To the Editor of the Publishers' Weekly.

THE PUBLISHERS' WEEKLY is doing the retail trade a real service in fighting the system of discounts so prevalent with publishers. Something must be done, and that right speedily, or, as you say, the Broadway publisher's remark that "the retailer must go to the wall," will be verified. Fight down this unholy practice of the publishers.

A. H.

NEW BRUNSWICK, Sept. 2, 1873.

To the Editor of the Publishers' Weekly.

WE have noticed a number of articles on Underselling and Discount in your WEEKLY, and having felt the effects thereof, we can heartily endorse all that you have said concerning this great and growing evil. We give you one or two cases in point. 1st. Selling, a few days ago, a certain dentist of our city a book, he remarked that he could get a third off on most any book published. Expressing our surprise, he explained that he did this through a friend (a bookkeeper in a cloth house on Broadway) who had an acquaintance in a large book house on Broadway. Mr. Dentist himself commented disapprovingly on this loose method of dealing on the part of publishing and large book houses in New York, wondering that they did not or would not protect the interests of the retailer. He believed that such things could not occur in any other branch of business, and related, in support of this, that when he was building a house, and needed hardware for it, he went and bought a bill of \$500, to be delivered C. O. D., less discount. It reached here, but the firm having in the meantime ascertained that he was not a dealer, gave the Express Co. orders not to deliver; and he had therefore to go to a retail house here and order through them; neither would this New York firm allow this retail house to discount to him. Query: Do you think any book house would take the same pains?

Another instance: A lady enters, inquires for a certain work, asks teacher's discount, saying that one firm on Broadway gives her 25 per cent., and another 20 per cent. discount. Ministers and doctors are all discounted, so that when you substract the discounted from the buying public, there are not many purchasers for the retailer to pay expenses from. School teachers having no expenses, buy and sell books, with privilege of returning unsold copies, and all this is sanctioned by New York and Philadelphia. The retailer finds he cannot compete with teachers who tell their scholars you must buy of us. The alternative for the bookseller is either to starve or go into some other business, making the book business secondary. If publishers feel and know their books are too high-priced, why not reduce the retail price, make smaller discounts to the trade, and no discounts



to outsiders, such as teachers, the clergy, doctors, lawyers, etc., etc.? Would it not be to the advantage of publishers to discount to the retail trade only, and of others to those only who are connected with them or employed by them, provided the book be for their *personal* use; and as far as these latter are concerned to have such favor cease with their severance from the trade? Is it not for the publisher's benefit to help the retailer? We know that it would put life in many a retail store where now there is deadness. . . . We are prepared to furnish the names of all to whom we have referred. S.

### Subscription Books in the Regular Trade.

PHILADELPHIA, August 30, 1873.

*To the Editor of the Publishers' Weekly.*

A FIRM, having its nominal headquarters in New York, offers to supply the trade with subscription books in large or small quantities. This branch of supply has hitherto been in the hands of a number of men, who obtained their books from the subscription houses under the pretence of becoming local agents, and afterwards supplied the large jobbing houses, often making a considerable profit on the transaction. The firm in question, however, issues lists of all the principal subscription books in the market. That subscription books can only be obtained from agents is an exploded fiction which no longer deceives anybody; for no matter how careful a subscription house may be, there will always be a leak somewhere, through which books will find their way into the hands of the regular dealer. The only wonder is that a regularly organized house for the supply of subscription books was not started long ago. SUB.

### The Finding List.

NEW YORK, Sept. 2, 1873.

*To the Editor of the Publishers' Weekly:*

DEAR SIR: Appreciating the value of complete and reliable catalogues, I am highly gratified to see that the project of compiling such a one of American books is being earnestly taken up.

Herewith, therefore, I beg leave to tender you my subscription of \$100 toward the guarantee fund required for this purpose, trusting that the amount forthcoming from both publishers and booksellers in this country will soon enable you to begin and carry to a successful completion this great and peculiarly difficult task.

Meanwhile, in pursuance of a project which has long engaged my attention, I shall prepare and issue, as an appendix to my "Catalogue of the Periodical Literature of the United States," now in the press, a specimen of an attempt at a catalogue of original American books, with reference index of subject matter.

This tentative publication will be compiled upon information furnished me, in response to my circular addressed to many, by a small number of American publishers, who appreciate the advantages derivable to them from a proper recording of their publications in catalogues—a stimulus to the sale of their books, in most cases far more potent than advertising in periodicals, while not involving the outlay of a single cent on their part.

The increased confidence and interest which such a thoroughgoing and reliable catalogue as the one now projected by you must engender in the book-buying public, would at once be felt by both publishers and booksellers in their increased sales,

since there is nothing more creative of active demand than implicit trust. The long and universal experience of the book trade in other countries fully supports this position.

As yet, American publishers who would seem to participate in these views, are few; but by and by the advantages to all of having their books early and accurately recorded in weekly or monthly book lists, or in any book catalogues, but more especially in the catalogue now contemplated, will be better understood by them, and catalogue makers will be spared the cold courtesy of having their requests quietly ignored, and the encouraging warmth of such model replies as, "We cannot spare time to fill up the blank you desire."

Yours truly,

E. STEIGER.

### On Bookselling and Bookmaking.

*An Essay read before the Saturday Club of Dayton, O., by John H. Thomas.*

"Now for a little gossip and chit-chat about Paper, Ink, Books, Printing Offices, and Curiosities of a graphic description," to quote from the introduction of one of Dr. Dibdin's books, than whom no person could be more appropriately invoked as the patron saint of bibliography. Books, as defined by English law, are not only bound volumes and pamphlets, but may be manuscripts, maps, sheet music, engravings, newspapers, and so on. By this construction, my subject has a comprehensive range, and by straining might include those printed bricks that formed the imperial libraries of Nineveh and other ancient cities of the East.

Not only is the antiquity of books attested by the saying of Solomon, that in his day "Of making books there is no end," but profane history informs us that a library was collected by a king of Egypt hundreds of years before Solomon; and doubtless the learning of that wonderful nation would find a more convenient form for its expression than the pictorial representations that were naturally the earliest form of writing.

From a passage in Xenophon, it is inferred that books were articles of traffic 400 years before the Christian Era, and from that time frequent allusion is made to bookshops and booksellers. In the life of Zeno it is said that "When he had made his way from the coast as far as Athens, he sat down by a bookseller's stall, being now thirty years of age. And as he took up the second book of Xenophon's Memorabilia and began to read it he was delighted with it, and asked where such men as were described in that book lived; and as Crates happened very seasonably to pass at that moment, the bookseller pointed him out, and said, 'Follow that man.'" (A suggestion as to the cost of books in those days may be found in the fact that Plato is said to have paid \$1,600 for three books, and Aristotle \$3,000 for a few that he once bought.) In the palmy days of Rome, bookselling had become quite an extensive and doubtless the most honorable or mercantile pursuits, and book-buyers quite critical as to the correctness and elegance of the manuscript volumes. An epigram of Martial gives us quite a graphic view of bookstores of those days; and its resemblance to those of more modern times is strikingly suggested:

"You see a shop with titled posts,  
And read whate'er Parnassus boasts.  
Thence summon me, nor ask the dweller;  
Honest Atrectus is the seller.  
From out the first or second nest,  
He'll hand me ras'd in purple vest,  
Five humble pence the price:  
A bard so noted and so nice."



Cicero was quite a bibliomaniac. No modern bookworm in his library could be more wrapped up in his books than was he. To his friend Atticus he wrote that when his librarian Tyrannis had arranged his books, it seemed as if his house had got a soul. And again, he wrote to him not by any means to dispose of his library, as he was himself putting by his savings to buy it as a resource for his old age. If he could only buy books, he said, he did not envy Cræsus his wealth, and could despise the broad acres of others.

The Sosii, booksellers frequently mentioned by Horace and by Cicero and Martial, were perhaps the Harpers or Appletons of old Rome; and in their shop near the Forum might be found Horace's last volume of Odes; or perhaps displayed on the "titled posts," that Martial speaks of, was the advertisement of a new work by Cicero. Then, as now, there gathered at the booksellers the men of letters and of leisure, the wits and the quidnuncs, to look into and to talk over the new books. Perhaps Cicero and Atticus would meet here to discuss Cæsar's brilliant wars, and his simple and clear commentaries on them. Or Horace would call before going to his Sabine farm to get the last instalment of the *Æneid*.

Descriptions of the ways of making books, and allusions to the methods of the book-trade, are frequently found in the works of the authors of the Augustan Era, and of later periods; and the degree of perfection to which the publishing business was carried may be appreciated when we learn that the publishers urged upon authors the preparation and issue of new works, and that the competition—piracy is the euphemism now in use—of different publishers brought about the first copyright law. The money of the publishers was the inspiration to which we owe Quintilian's book on Oratory, and probably much of the writings of Cicero, Horace, and others, just as in modern times many of the books of Scott and Jonson and Goldsmith and others are due to the same cause.

But all this ended with the dissolution of the Roman Empire, and the products of the book-makers of a thousand years all but perished amid the civil strifes, the destroying hordes of northern barbarians, and the burnings of ignorant and bigoted Mohammedans. Books, pictures, and statuary met a common fate, and for centuries the record of literature and art is almost a blank. The sacredness of religious houses afforded them their only protection, and indeed no more fitting place could be found in those troublous times for the cultivation of letters than the peaceful cloisters of the monks. With them was all the learning, and they became at once proud and jealous of their position as the conservators of all that was left of the culture of Rome and Greece. Literature owes not a little to those monks for their painstaking and loving care of the masterpieces of old authors. Attached to almost every monastery were scriptoria, where manuscripts were copied with a fidelity that is witnessed by the oath that was taken at the completion of every work; and the greatest skill was reached in making beautiful volumes whose beauty of penmanship and richness of illumination make them treasures of many libraries, even now in this book-making era. The bindings and cases were in many instances marvels of workmanship, in whose manufacture carved wood, the precious metals, and jewels were frequently used.

It is an interesting fact that Charles the Fifth, whose fame rests on his statesmanship and his

military genius, was an enthusiastic lover of books, and that his large collection has been preserved in the libraries of Paris. Of St. Jerome we are told that he impoverished his estate in buying books, and the same fondness is recorded of King Alfred. So the amiable enthusiasm of the bibliomaniac is not a thing of modern growth.

At the revival of letters a more general demand for books grew up, and many bookstores came into existence, especially around the universities. Then indeed was the golden era of booksellers. They were hedged in with restrictive laws beyond the wildest dreams of a modern protectionist; relieved of taxes; raised to the dignity of a profession by a rigid examination as to their mental and moral fitness by the university authorities, whose honors and emoluments they shared; and among their customers were to be found only those whose tastes and cultivation made it a pleasure to serve them. Among them were such as Erasmus, who said that when he had a little money he bought books, and if any were left he bought food and clothes. To judge of the distinction that ability to read gave, hear Richard De Bury, Bishop of Durham, in 1333, "Laymen, to whom it matters not whether they look at a book turned wrong side upward or spread before them in its natural order, are altogether unworthy of any communion with books."

But this was the dark age of book-making; and the elegance of the manuscripts made in those monkish scriptoria but presaged the coming dawn. The first rays of the sun that so aptly symbolizes the printing press, were seen in the Dutch city of Haarlem, soon to be followed by its full rising in the German city of Mentz, where the medallion in a monument designed by Thorwaldsen that expresses the gratitude and esteem of mankind, is engraved, "To the memory of John Guttemberg, Jun., the reputed Inventor; John Faust, the Promoter; and Peter Schœffer, the Improver; though last yet not least, stands John Guttemberg, Sen., who (unquestionably) produced the first printed Book." Very appropriately the first book of importance printed was the Bible. This was printed in the year 1450, and several copies of it remain, one of which, on vellum, is in the royal library at Berlin. Its publication was followed rapidly for those days, by that of the Psalter, Tully's Offices, St. Augustine's "*De Civitate Dei*," and many other works. The art of printing was kept secret till the capture of Mentz by Adolphus of Nassau, duke and bishop, in 1462, when the printers were scattered to all the countries on the continent.

A book on the game of chess, printed in 1474 by Wm. Caxton, who, after learning his art on the continent, had erected his press in the Abbey of St. Peters, Westminster, was the first book printed in England.

The early printed books were well made, on good paper, and with fair type, and do not bear a comparison with books of the present time so unfavorably as might be expected, quaint and curious as they are in their black-letter type. Copies of most of them have been preserved in the Bodleian Library at Oxford, and in the British Museum, and are kept as priceless treasures. They were almost invariably thick books in folio or quarto, for small books are the growing fashion of modern times, when most men leave the reading of books, after school and college, to the few hours snatched from business, and must have their books portable and handy. The book-makers of those days would have regarded the pocket volumes of our times as unworthy of the dignity of their honored art.

SPECIMEN PRINT,  
OF THE  
PHOTOGRAPH IN PRINTING INK.  
BY THE  
ALBERTYPE PROCESS.



ROMEO AND JULIET.

Photographed from a Water Color Drawing, by A. GUALT.

Printed by the  
PHOTO-PLATE PRINTING COMPANY.

58 & 60 Reade Street, New York.

E. BIERSTADT, Manager.





For many years printing was carried on as a separate business from bookselling. Publishing was an expensive enterprise, and authors, to secure publication, generally had to find a wealthy patron, whose subscription secured the printer from loss should the venture prove unsuccessful. Till within a few years you might see on the title-page of many books a long list of booksellers who joined together to bear the expense and risk of publishing a new book. The high price of books put them beyond the reach of private libraries of any but the wealthy classes, and the necessities of persons of moderate means brought about that system of circulating libraries whose extent and perfection is such a peculiar feature of the bookselling and book-reading of Great Britain.

The publication of cheap books is a thing of the present generation, and only made possible by the spread of education and popular intelligence. Indeed, I think the credit of it is due to the democratic ideas of America, and to the immense demands for cheap books made by our system of universal education. Charles Knight, editor and publisher, was the pioneer in cheap book-making in England. The extraordinary success of his *Penny Cyclopædia* awakened the trade to the fact that publishing books at a low price on the basis of a large sale might be even more profitable than expensive editions for the circulating libraries and the wealthy. He published successfully many other cheap books, and the plan was continued by the issue of a series of school-books published in Dublin while Whately was archbishop. The Chambers of Edinburgh followed up the vein, and their imprimatur became the synonym for cheapness and worth. The expiration of the copyright of Scott's novels, not many years since, occasioned their republication at sixpence apiece; and now the low price for which almost any standard author may be bought is astonishing. Shakespeare complete, well edited, and beautifully printed, though in small type, for a shilling, is a marvel of book-making, and the popular appreciation of it is shown by the sale of hundreds of thousands of copies. A new edition of Dickens, illustrated, and well printed from good-sized type, is an instance of a similar kind. It was published in penny parts, and though issued within two or three months, has already reached a sale of over two hundred thousand copies of each part.

The reduction in the price of English magazines is notable in this connection. Until within six or eight years no respectable monthly was published for less than half a crown, that is 62 1 2 cents a number. Mr. Strahan, the bold and enterprising publisher of Edinburgh, who issued the first six-penny edition of Scott's novels, conceived the happy idea of publishing a six-penny monthly, one fifth of the established price, to be contributed to by the ablest writers in England, with the expectation of a large popular sale. His judgment proved to be good, and the *Sunday Magazine* and *Good Words*, whose motto from George Herbert was a happy one, "Good words are worth much and cost little," were a success from the beginning, and were the forerunners of a host of similar publications. And here I may be allowed a few words on the cognate subject of advertising. One cannot take up an English periodical without being struck with the superiority of its advertising columns. The various shapes and colors of its advertising pages, its bold type and striking illuminations, compel the attention. How much more effective they are than the stereotyped uniformity of American advertising columns, whose

only claim on the attention is the vulgar and deceptive wording.

Germany, the birth-place of the printing art, has always been in the lead in the publication of books. The enormous number of new books published there annually is astonishing. In 1867 there were 9,887; in 1868, 10,543; in 1869, 11,305; in 1870, 10,108. The methods of the trade are quite different from those of other countries; for the publishers, who are located in all the chief cities, are a distinct guild from the retailers, and there are at Leipsic, the greatest book market in the world, a class of book-brokers whose offices are the clearing houses between the publishers and retailers. Orders for books are received by them, and settlements made through them. These are only required annually, and any unsold books may be returned. These agents represent 3,200 booksellers in all quarters of the world. Here at Easter there is a gathering of the publishers and booksellers from every country, when the announcements of new books are made and orders received in advance.

The book trade in the United States presents few features that are not familiar to us all, and I need not dwell on it. The first printing press in America is said to have been set up in Cambridge in 1639. The intelligence of the colonists and their early efforts to establish schools and universities wherever they went, foreshadowed the immense popular demand for reading matter which has made the publishing business in this country the most extensive in the world. The sales of our periodicals and of many books is enormous and beyond comparison with those of any other country. A few instances, by no means exceptional, may suffice to establish this. Mrs. Stowe's "Uncle Tom's Cabin" is now in its 316th thousand in this country. Of A. S. Roe's ten novels over 300,000 have been sold in all. The "New Carmina Sacra," a music book edited by Dr. Lowell Mason, sold to the extent of 500,000 copies, and brought the author a copyright of \$50,000. Of Greeley's "American Conflict" over 250,000 were issued. Of Webster's "Elementary Spelling Book," 35,000,000 have been sold, and its annual sale is over 1,000,000.

The average sale of new books, not taking into account educational works and those that occupy a field of their own, is about 1,500 copies. A successful book will run through several editions of this number; and half a dozen or a dozen are published annually whose sale will reach from forty to sixty thousand.

The money returns on the greater part of all books published only pay the expenses of printing, advertising, and so on, and a small percentage on the investment. It is only occasionally, when a very successful book is published and has a large sale, that the publishers make money. The profits of the business of publishing and bookselling are not large, for the incomes of seventy-five or a hundred thousand dollars, received by a few of the princes of the trade, are small in comparison with the profits of equally successful men in other mercantile pursuits; and who ever heard of a retail bookseller becoming wealthy? The almost universal practice of publishers with authors now is to pay them a percentage on the sales of their books, usually ten per cent. on the retail price; and in this way the advantage of success, as well as the risk of a failure, is divided. The stigma of fleecing needy authors has been laid at the door of publishers ever since the publisher of Milton paid him a paltry five pounds for



the grandest epic ever written, nor have the payments of £4,275 to Byron for "Childe Harold" by Murray and of £20,000 to Macaulay for the third and fourth volumes of the "History of England" by the Longmans, relieved them of the stain, but of late the custom of buying an absolute copyright by a single payment has been very much modified.

The publishing of educational books is more extensive in this country than in any other, and the number of books issued and the amount of money invested in their manufacture and sale is probably greater than of all other kinds of books together, if we leave out of account periodicals and yellow-covered literature. Certainly in no other country are there so many elegantly printed and illustrated school-books made for general use. I am decidedly of the opinion that the publishing of school-books, as they are now made, is on an artificial and an equally unwise and unjust basis, and must before long give way to a more business-like plan. Designers and engravers whose work is artistic and high-priced are employed, tinted and calendered paper is used, and in every respect except in binding, the material and workmanship are more suitable for gift books for the centre-table than for the satchels and desks of school children. In addition to this, the retail price is fixed at three or four times the cost of manufacture, and many of the books are padded and multiplied beyond any necessity. And all for what? That a method of introduction may be sustained the only apology for whose existence is the necessity of the trade as it now exists. The expenses of the agency for introduction in a single well known publishing house are credibly stated at \$200,000 per year. The result is, that school books are a considerable expense to the buyers, a vast majority of whom are poor persons, the addition of a small amount to whose expenses is a serious matter; and this, no doubt, is one of the reasons why so few school children graduate, even from the grammar schools, compared with those who enter. I think that a series of books might be made cheaply and with as few volumes to each subject as are necessary, and put into use without the expensive machinery for introduction now in vogue, at one-fourth the present cost to the pupil; and that some publisher will one day make his fortune by doing so.

The subscription book business, if I may allude to it while writing of the *art* of bookmaking, is, I believe, an American institution. In its present condition, it is the growth of the past decade, and it is earnestly to be hoped that another decade may witness its decline. Of these ponderous volumes I will only quote the appreciative notice of the *New York Tribune*: "Miss Olive Logan's latest book, 'Before the Footlights and Behind the Scenes,' is one of those fearful wares manufactured for the use of travelling canvassers, which seem to combine all the offenses against comeliness that a printer can imagine. It is rather short, and very thick. It is bound in sheepskin, and the covers have a tendency to curl. The paper is a decided pink. The edges are light red. The fly-leaves are a bright lemon color. The wood-cuts, on light yellowish paper, are probably the worst ever made." "The American public dearly loves the worth of its money in paper and type; anecdotes sown with a broad hand appeal to their sense of generosity; a dash of raw swearing gives the same pungent flavor that the implied immorality of Ouida's novels has for another class of readers. But above all is the

relish for truth which springs eternal in the public breast. The illuminated horrors of the weekly press are acceptable only with the solemn assurance of the author in stereotype that these adventures are founded on fact. Even the crucified figure against a frozen cascade, with stray gushes of delicious ice-cold water, down his back, would excite no enthusiasm in the Bowery boy were he substantially convinced of its imaginary character."

The publication of cheap books for the almost illiterate classes is an interesting branch of my subject, and worthy of a more extended investigation than I have had time to give it. The statistics of it would be well worth collecting. We all know of the exceedingly large circulation and the great variety of papers of this class. The volume of dime literature and of yellow-covered romances, exploits of highwaymen, and similar works is enormous, not only in this country but in England and France. Whether such reading prepares the way for a better class of literature, or has no beneficial effects, may be questioned. Not a little of it is only evil in its influence, deriving a large part of its interest from its obscenity, and is a fit case for police restriction.

The finest examples of the art of book-making have probably been produced in England, where all printing, even of ordinary books and periodicals, is much superior to most of that done in our country, and perhaps in any country. This is said by one of the best American printers to be due to the atmosphere, and is largely due also to the fine quality of paper made there. The best of paper, the most careful printing, the greatest skill of the engraver, and the art of the painter are employed, and the sun itself, in photography, is made the servant of the book-makers.

The binding, in beauty, variety, durability, and ease in handling, has nearly if not quite reached perfection. In this work the names of Hayday, of Rivière, of Bedford, and of Matthews of our own country are familiar to the connoisseur in books. It seems as if nothing could be added to increase the elegance, the beauty, and the value of books. And this is due to the fact that special attention has been paid by the English to cultivating the art of bookmaking, and that the demand heretofore has been almost exclusively for the wealthy classes. Clubs have been organized for this special purpose, the most widely known of which is the Roxburghe Club, instituted in 1812, with Earl Spencer, whose private library is probably the finest in the world, at its head. Dr. Dibdin was its leading spirit. He brought into currency the term "bibliomania" for the amiable enthusiasm that was his occupation in life, and carried it to a greater extreme than any one else. His *Bibliographical and Picturesque Journey* was first published in three unusually elegant volumes for two or three hundred dollars a copy, and after 80 or 100 copies were printed, the plates, including many valuable engravings, were destroyed, to produce by its rarity an artificial value, a plan that is not uncommon among bibliomaniacs.

As to binding, I am of the opinion that, at first, books should only be stitched in paper covers, "and be on probation till their merit determines whether their course is downward into the waste-paper basket, or upward into the joy of calf, morocco, and Russia, or the humbler sheep and goat." Paper binding is strong enough for two or three readings, and would enable the reader, poor in money but rich in his taste and love for books, to considerably increase his library. Besides, this

plan would permit a library to be bound with taste and harmony in its appearance. What an uncommonly show almost any collection of books presents? motley and ragged as Falstaff's soldiers, irregular in size, of every color, and displaying in their ornamentation the taste or want of taste of a hundred different workmen!

Binding in paper covers was once the almost universal and is now the most general style in France and Germany. But if we must have cloth binding, it should be tastefully and substantially done. American cloth covers surpass all others in durability, but in tastefulness of execution and in binding, with a view to pleasure in handling, they are far inferior to the English. In reading their books what a pleasure there is in the way they open out. Many of our books, on the contrary, require one's whole attention to keep them open. The color of the cloth is a matter in which taste should be exercised. Histories, scientific works, and books of solid worth generally should be bound in some sober color; works of fiction appear well in green and light brown; while delicate and gay colors befit poetry and belles-lettres. Gilding and color stamping should be sparingly used, and only then by binders of taste. The quantity of glaring gold that appears on many books is justly regarded by the cultivated reader as a sign to warn him against trespassing within.

#### Albertype Illustration.

OUR readers will notice in this issue a specimen of the application to book illustration of the Albertype process of photographic printing, as worked by the Photo-plate Printing Company, 58 and 60 Reade st., of which Mr. E. Bierdstadt is manager. This is the original process invented and perfected by Mr. Joseph Albert, of Munich, which it is claimed is the basis of all the other processes of the kind, and not yet excelled by any of them. This process is patented in America, and it is claimed that other processes before the public are infringements upon the patents held by this company, a question shortly to be tested in the courts. The process is very simple. The ordinary photographic negative is first taken. A plate is then prepared of sensitized gelatine, which is the pure gelatine treated with bi-chromate of potash. This is rendered insoluble and weather-proof on one side by partial exposure to the light, the other being kept sensitive for the reception of the picture, which is transferred to it by exposure of the negative upon the gelatine. A positive picture is thus produced on the gelatine film, after which the bi-chromate is washed away. There remains the transparent pure gelatine film, which has been rendered insoluble in the light parts and thus sufficiently receptive of ink. This film can be removed from its glass backing and packed away for any time, occupying but 1-200 of an inch in thickness. For use it is taken to the lithographic press and treated as any drawing would be. The cost of making the plates is very small, and several may be prepared from the one negative, so that any number of presses may be busy upon one piece of work.

The ordinary rate of printing is about 500 per day of the size of our specimen, on hand press, but we learn that Herr Albert has recently succeeded in printing satisfactorily on a steam press at the rate of 2,500 impressions. The process is dependent upon the weather only so far as the use of the negative is concerned; actual printing, as with any lithographic process, can be done even

at night. About one hour will suffice ordinarily for the making of a plate, and these may be duplicated at intervals of fifteen minutes each, until any number of presses are set at work. For quick work, therefore, this process is peculiarly adapted to the publisher's needs; illustrations for a book could be furnished almost immediately on the completion of the artist's work. In small editions of fine work, the process is much cheaper than wood-cuts or other methods; while by the thousand the cost of such a plate as the specimen would be about four cents, and by the five thousand not more than three.

It is unnecessary to dilate upon the special advantage of this directly reproductive process. It is a great thing that the work of the artist can reach the eye of thousands without the intervention of any engraver to misconstrue his meaning or misrepresent his work. This process preserves every touch of the brush and every feature of what is to be copied, while reducing it to any size, and for the reproduction of drawings, *fac similes*, etc., it is absolutely perfect in detail.

#### The Fall Books.

THE summer has been so exceptionally dull, a feeling which continues to date, that we find ourselves without *data*, as yet, for any definite prognostication as to the fall trade. The results of the trade sale next week will afford some indications in this direction. Meanwhile we offer our readers the bill of fare for the fall, which we have found to our cost is by no means short. Announcement of the important books of all the publishers who have afforded information is made below, in a shape which we hope will prove more readable as well as more informing than any mere schedule would be.

D. Appleton & Co. still keep the front in scientific publications, holding their place at present by right of the "International Scientific Series." Prof. Bain's "Mind and Body" is now ready in this series, and Spencer's "Study of Sociology," which the readers of the *Popular Science Monthly* have found so absorbingly interesting and wonderfully suggestive, is to appear in October. Other coming volumes in the series are: Dr. Pettigrew's treatise on "The Locomotion of Animals," in walking, swimming, and flying; Dr. Carpenter's new and careful work on the "Principles of Mental Physiology;" "The Animal Machine," from the French of Prof. Marcy; and "Science of Law," by Prof. Amos; while the general list of books in science and related departments includes an American work, by Prof. Cooke, of Harvard, on "The New Chemistry;" several English ones, "Civilization Considered as a Science," by Geo. Harris; "Workshop Appliances," by C. P. B. Shelley; an enlarged edition, entirely new, of Tyndall on "Heat as a Mode of Motion," and a translation from the French of Chaveaux's valuable work on the "Comparative Anatomy of Domestic Animals." "Religion and Science" is the familiar subject of a book by Prof. Jos. Leconte, of the University of California. Bayard Taylor has completed the "School History of Germany," upon which he has spent much of his time while abroad, and it will appear during the season; while Dr. John Lord, the historical lecturer, has written a life of the distinguished educator, Mrs. Emma Willard, which is now in press. A volume "On Logic,"



by Prof. Bain, may be looked for. The new octavo edition of Cooper will be completed, and a new novel by Rhoda Broughton, entitled "Sweet Nancy," will be published. During the year Mr. Alfred Fredericks has been engaged in illustrating the "Midsummer Night's Dream," which is to be issued sumptuously in tint as a holiday book. The artist has paid particular attention to the reproduction of Grecian detail. "The Romance of French Court Life," which has been entertaining readers of the *Journal*, is to be printed also for the holiday season, with twenty full-page illustrations.

Robert Carter & Bros. will issue a number of remarkable commentaries on parts of the Bible, among them the third volume of Ryle's Notes on John, completing his work on the Gospels, notable for its keenness in emphasizing the points of a passage and its practical application of it, "The Argument of the Book of Job Unfolded," by Dr. Green, Professor of Hebrew at Princeton; "The Church in the House: A series of Lessons on the Acts of the Apostles," by the Rev. Dr. Arnot, of Edinburgh; "Synoptical Lectures on the Books of Holy Scripture," by Rev. Donald Fraser; and the third volume of Dr. Dyke's on the Sermon on the Mount. Christian visitors to London have a loving remembrance of Rev. James Hamilton, D.D., of the Scotch Church, Regent Square, and will be prepared to welcome a posthumous volume of sermons and lectures. A volume that is likely to excite much attention is entitled "She Spake of Him," being recollections of the loving labors and early death of Mrs. Henry Dening, by her friend, Mrs. Grattan Guinness. Mrs. Dening (Geraldine Hooper) was a female Evangelist, whose preaching attracted immense audiences in England. Some pleasant juveniles are also promised: a new book by the popular author of "The Wide, Wide World," adapted to interest old as well as young, "The Little Camp on Eagle Hill;" a new series by the author of "The Bessie Books," entitled "Miss Ashton's Girls;" "Truffle Nephew," by the Rev. P. B. Power; "Leaves from the Tree of Life," illustrated, by the Rev. Dr. Newton, the children's preacher, etc. Their holiday volume will be an elegant quarto edition, "Songs of the Soul, Gathered from many Lands and Ages," by the Rev. S. Irenæus Prime, D. D., containing such divisions as Songs of the Cross, of Sorrow, Aspiration, Faith, Thanksgiving, etc., which will be very acceptable.

Dodd & Mead promise, first in the season and together, three new stories by three admirable writers: a story of the heroic age in England, "Against the Stream," by Mrs. Charles, author of the "Schönberg-Cotta Family;" "Hester Morley's Promise," by that powerful fictionist, Hesba Stretton, and "Crooked Places," from the wholesomely religious pen of "Edward Garrett." A new novel by Rev. E. P. Roe, whose popular "Laicus" will be reissued under the more intelligible title of "A Layman's Story," may be expected; and the new book by the author of "Ginx's Baby," Edward Jenkins, "Lutchmee and Dilloo," is also promised. Prof. Moffatt, of Princeton, will, it is hoped, have ready the second volume of his "Comparative History of Religions," and Dean Howson's new work on "The Character of St. Paul" will be added to his other books, now issued by this house. The popular series, "The Pioneers and Patriots of America," by Rev. J. S. C. Abbott, will be continued with volumes on Peter Stuyvesant and others. A number of juveniles in boxes are also announced.

Messrs. J. B. Ford & Co. promise immediately the second series (1873) of Mr. Beecher's "Yale Lectures on Preaching," than which he has done no better or more characteristic work; his assistant, Rev. S. B. Halliday, will also give his forty years' experience of pastoral work in "Winning Souls." The clever novel, combining Eastern culture and Far West crudities in dialect, now publishing in the *Christian Union*, "Brave Hearts," by "Robertson Gray," will be issued with illustrations by Darley, Stephens, Beard, and Kendrick, and another novel, "A Good Match," by Amelia Perrier, author of "Mea Culpa," is also in preparation. Commissioner Raymond's valuable annual report on our mining and metallurgical industries will be issued, with plates, under the title of "Silver and Gold." They will also soon announce a new novel by Edward Eggleston, and Mrs. Stowe's in preparation for them a sequel to "My Wife and I," which she will call "We and our Neighbors, or Records of an Unfashionable Street."

The Harpers, besides the important books issued this week, will have their usual large list during the fall, but, as usual, are able to announce only a part of the number as yet. J. Gray Jewell, M.D., will back Plimsoll's English movement, in a volume entitled "Among Our Sailors," considering the abuses of the merchant service in America, and particularly the maltreatment of men by captains. Rev. W. S. Plumer, D.D., a noted Presbyterian minister of Pittsburg, will give the benefit of his experience to young pastors in a book called "Hints and Helps in Pastoral Theology." "The Story of the Earth and Man," the popular scientific book of Principal Dawson, Mac Gill University, Montreal, will be presented in a reprint; as also will Samuel Smiles' valuable work on "The Huguenots in France after the Revolution"—by an arrangement with the author—and the "Memoirs and Letters of Sara Coleridge," edited by her daughter. Sara Coleridge was the daughter of the poet, and wife of his nephew, Henry Coleridge, and the memoirs are the happy result of an extended acquaintance among literary people. Of new novels are promised "Miss Dorothy's Charge," by the author of those excellent fictions, "Miss Van Kortlandt" and "My Daughter Eleanor," and "The Two Widows," by Annie Thomas. Nast's Almanac is also approaching the time of its evolution.

Henry Holt & Co. will publish shortly, by arrangement, Tylor's long-promised and most valuable books on "Primitive Culture," and "The Early History of Mankind." Strauss' great work, which has created such excitement in Germany, on "The Old Faith and the New," will be issued with careful revisions of the English translation. The life and times of Ignatz Moschelles, Beethoven's biographer, and the friend of most of the leading Germans of his day, a most interesting work, will be put forth under the title of "Recent Music and Musicians." Taine's "Tour in the Pyrenees," with 250 illustrations by Doré, will be a superb book, and we are to have an *édition de luxe*, in four 12mo volumes, of his great "English Literature." A curious volume will be a translation of the humorous German poem of Busch, "The Bees," by Col. Hezekiah Watkins, with colored grotesques in the side-splitting text. To the admirable "Leisure Hour Series" will be added during the season new novels by Cherbuliez, "Prosper," translated by "Carl Benson;" Freytag, "Ingraban," the second volume in his great historical series; and Turgeneff, "Spring Floods," and "A King Lear of the Steppes." A volume on "Scotland,"

by Miss McArthur, will be added to the excellent Freeman's Historical Course.

Hurd & Houghton will issue Mrs. Clement's eagerly expected "Handbook of Painters, Sculptors, Architects, and Engravers," as soon as her recovery from sickness permits the completion of its publication. It will contain a remarkable amount of matter, including, after the brief biography of each artist, a list of his works, the engravings made from them, etc. Blane's "Grammar of Painting and Sculpture," treating of the elements of these arts, translated by Mrs. Kate N. Doggett, fully illustrated and in elegant style, will prove attractive to the same class of readers. A five-act Italian tragedy in blank verse, "Bianco Capello," by Mrs. E. C. Kinney, is also promised. The "Journal of the Social Science Association" is an important work in itself. A holiday gift-book for the children, "Ballads for Little Folks," from the Cary sisters' poems, will be acceptable. A little volume, "The Infant Harper," has provoked the inquiry of which member of the well known firm it is a biography.

Leavitt & Allen Bros. are introducing for the fall trade many entirely new designs in the boxes, binding, and labels of their large stock of valuable standard books, including 500 volumes of juveniles and nearly as many more standard miscellaneous. They call especial attention to their series of octavo standards in library sheep, marbled edges, raised bands, and double titles, at \$2.75 a volume, or cloth, black and gilt, at \$2.50, which comprises 17 volumes—the poets with Josephus, Cervantes, Rollins, Buffon, Smollett, and Fielding.

Lee & Shepard, Boston, have an unusually large list. "Oliver Optic" promises three new books for the boys: "The Yacht Club" and "Money-maker" in the stirring "Yacht Club Series"; and "Sunny Shores," in which Italy and Austria are photographed, in that Opticized Rollo series, "Young America Abroad"; and he will edit, also, four volumes containing each one of his and one of Rev. Elijah Kellogg's stories for boys, and numerous shorter stories, poems, etc., from the magazine, under the titles of "Our Boys' and Girls' Mirror," "Casket," "Museum," and "Cabinet," at \$1.50 each. Mr. Kellogg will come to his assistance with "John Goddard's Legacy," in the adventurous "Pleasant Cove Series," and "The Turning of the Tide" and "A Stout Heart" in "The Whispering Pine Series" of college life. From Prof. De Mille is expected volume third of "The Young Dodge Club," and one to commence another series, and a volume called "Good Luck" will be added to Paul Cobden's "Beckoning Series." "Seven Daughters," one of Amanda M. Douglas' popular stories, and "Lottie Eames," will complete the "Girlhood Series," and Sophie May's inimitably cunning "Little Prudy's Flyaway Series" will be finished with "Miss Thistledown." "New Songs for Little People," by Mrs. Anderson, will be welcome. But the juveniles are this year less than half the list. There will be two important novels, "Home Nook; or, The Crown of Duty," by Miss Douglas, and "His Marriage Vow," in which Mrs. C. F. Corbin treats a current subject in what is said to be a very powerful book. Robert Collyer will have two new and vigorous books, "The Simple Truth," a wedding present, and "Lectures to Young Men and Women," and the second volume of Prof. Townsend's "God-Man," and another work by him on "Evangelical Problems," are promised. Elihu Burritt's "Ten-Minute Talks" contains an autobiography, and notes on his late English trip among much other

matter. Mrs. Isabella Beecher Hooker writes of "Womanhood: its sanctities and fidelities," "At Our Best and other essays," by Rev. Sumner Ellis; "The Ancient City," a study of Greece and Rome, from the French; revised and extended lectures to young men and women by Bishop Clark, of Rhode Island, under the title of "The Dew of Youth"; "Fireside Saints," and other papers of Douglas Jerrold, compiled by Mr. Babson; a volume of "The Temperance Drama," by Mr. Baker, and a number of minor books, complete the list.

De Witt C. Lent & Co. will issue for the subscription trade a volume of historical and biographical sketches containing the history of "The Presbyterian Church throughout the world," a large octavo, with many illustrations. They will publish, for the regular trade, translations of Dr. Luthardt's important "Apologetic Lectures on the Fundamental Truths of Christianity," and on "The Saving Truths of Christianity," and revise also Mrs. L. M. Child's early but still live work on the "Progress of Religious Ideas through Successive Ages." "Lessons for the Christian Year," by Rev. B. F. Alsop, and "Bruey, a little worker for Christ," by Frances R. Havergal, are also in their list.

J. B. Lippincott & Co. have a considerable list for the fall, reprint and American, besides having issued already several books. The new edition of Bishop Berkeley's "Principles of Human Knowledge" will include a life of Berkeley, an essay on his philosophy, the entire notes and illustrations of Fraser and Ueberweg, besides much original matter by Dr. Krauth, of the University of Pennsylvania. Mrs. Rebecca Harding Davis' shorter stories will be collected under the title of "Berrytown, and other Stories"; "Blanche Seymour," by the author of "Erma's Engagement"; "Sin and Atonement," from the German of Carl Detlef; "Lady Bell," a story of the last century, by the author of "Citoyenne Jacqueline," and "A Great Lady," from the German of Van Dewall, represent fiction. "Apollos; or, The Way of God," by Bishop Coxé; "Sparks among the Ashes," giving reminiscences of nineteen years almshouse labor, by Rev. F. C. Pearson; and "The Luminous Unity," a discussion as to Judaism and Unitarianism, by Rev. M. R. Miller, are the religious list. Mr. Brittan A. Hall discusses "Liberty and Law, under Federative Government"; D. A. Gorton, M.D., treats of the important subject of "Mental Hygiene," and there will be a new edition of Beck's "Medical Jurisprudence." There are poems by Mrs. Oberholtzer and Horace Rowe. The new edition of Bulwer's works, in 12mo, fine paper, with frontispiece, \$1.50, will be comprised in about 25 volumes, and in it "The Parisians" will appear simultaneously with its first publication in England. The standard illustrated edition of Dickens will be continued.

Little, Brown & Co., Boston, will have ready the concluding volume of Minister Bancroft's great "History of the United States" as soon as the arrival of the long-promised last copy will permit; they wisely decline to name the date. The great work on "The Birds of North America," in three volumes, copiously illustrated (one edition with the plates colored by hand) by Prof. Baird, of the Smithsonian, may be expected by December. The "Life of Thomas Pickering," commenced by his son, Octavius Pickering, has been finished by Hon. Chas. W. Upham, of Salem, and Vols. II., III., and IV., completing the work, will be issued during the season. Little, Brown & Co. have become the American associates of the English Theological



Translation Society, whose fund for the reproduction of the best recent theological works on the Continent is contributed to by all classes of theologians, and will bring out first Keim's "History of Jesus of Nazara," considered in its relation with the national life of Israel. They have also numerous law books in preparation.

H. N. McKinney & Co., Philadelphia, have nearly ready "The House on the Heights," a novel, by Harriet B. McKeever, and "Struggles for Existence," by Auber Forestier.

Macmillan & Co. promise a number of new books, among which we may mention a work by Sir John Lubbock, on "The Origin and Metamorphoses of Insects," forming the second volume of the "Nature Series," and "Contributions to Solar Physics," by the great astronomer Lockyer. "A Study of Comparative Politics," by the historian Freeman; a new book by Charles Kingsley, "Prose Idylls;" and new fairy stories, "Queer Customers," by Knatchbull-Hugessen, are especially worthy of note. Archbishop Trench's lectures on Plutarch, Miss Yonge's "Life of Bishop Patten," a work by W. S. Jevons on "The Principles of Science," a text-book on "The History of the English People," by the Rev. J. R. Green, and the account of "An Art Tour Thro' the Northern Capitals of Europe," by J. Bearington Atkinson, are other books in the list.

Mason, Baker & Pratt have recently issued a new edition of "Macaulay's Essays," to be known as the *Student's Edition*, in three volumes 12mo, price per set, \$5.25. The books have been printed at the Riverside Press in the very best manner, and each volume contains on an average 1,000 pages. The work contains a steel portrait of the author, a biographical sketch by Edwin P. Whipple, and an index. This house also issue the same work in 6 volumes, price \$13.50. Elegant copies of either edition may be had in extra binding for the library. By arrangement with Messrs. Hurd & Houghton, Messrs. Mason, Baker & Pratt can offer Macaulay's England and Speeches in both editions to match the Essays.

The Naturalists' Agency, of Salem, Mass., is doing exceedingly good work in the issue of scientific books, calculated to increase the popular interest in these subjects. With a new edition of Dr. Elliott Coues' "Key to North American Birds" will be published also "A Check-List of the Birds of North America," printed on one side only, so that it may also be cut up for labelling collections, and a complete treatise on "The Collection and Preservation of Birds," by the same author. Maynard's "Birds of Florida" is still publishing in parts. A check-list of the Coleoptera of America, north of Mexico, by G. R. Crotch, will be useful to collectors, but of more popular scope will be Dr. A. S. Packard's work on "Our Common Insects."

Jas. R. Osgood & Co. have begun the campaign early by the issue of several important new works and new editions, which should be on our readers' shelves by the date of our issue. Next will come Mr. Longfellow's new volume, "Aftermath"—the second reaping—in which are eight new "Wayside Inn" tales, and a half-score of the shorter poems collected as "Birds of Passage." Col. Higginson's "Oldport Days" exquisitely photographs old Newport, and the sun helps him with ten heliotype views, and there will be heliotype illustrations also for a volume on "Historic Fields and Mansions of Middlesex," Massachusetts, by S. A. Drake. A vigorous new book, by Jas. Freeman Clarke, "Common Sense in Religion;" "Literary and Social Judgments," by that searching English thinker, W. R. Greg; Geo. H.

Lewes' condensation of "The Story of Goethe's Life," and his new work, "Problems of Life and Character," will give readers something to do their best thinking on. Mr. Aldrich's exquisitely finished stories of "Marjorie Daw and other people" will be collected, and Aldrich and Stedman are to write an introduction to some selections they have made from Landor's works, under the title of "Cameos." Chas. Warren Stoddard, the California writer, will collect his admirable sketches of Tahitian life in "South Sea Idylls." We are promised Mr. Henry Blackburn's two art-books, "Picturesque Normandy" and "Artists and Arabs," while for especial holiday books this house has selected for illustration, Mr. Howells' exquisite "Chance Acquaintance," "Lowell's 'The Courtin'," in *silhouette* by Winslow Homer, and Saxe's "Miss MacBride," by Hoppin—to which are to be added a superb English edition of "Frithiof's Saga," which was too late for last year. Mr. Howells' poems are to be gathered into a volume; "Howard Glyndon" collects her later verses under the title of "Sounds from Secret Chambers;" Mr. Aldrich has revised his "Cloth of Gold, and other Poems," and there are to be new editions in "Diamond" and "Red Line," of Miss Proctor, Saxe, and Burns; a "Roslyn" edition of Bryant's "Odyssey," an illustrated "Red Line" of Whittier, a "Farringford" of Stedman, and a "Household" of Longfellow. Mrs. Diaz's "cute story of 'Lucy Maria'" will be one of the best things of the season. Mr. Whittier's selections of pleasant things about "Child-Life, in Prose" heads the juveniles, in which are included a second Trotty book, "Trotty's Wedding-Tour and Story-Book," by Miss Elizabeth Stuart Phelps; "Fox Hunting" and "On the Amazon," in C. A. Stephens' "Camping Out Series;" "Doing his Best," one of Trowlridge's popular boys' books, "Matt's Follies," by Mary H. Prescott, for quite young children, besides a new edition of Mrs. Horace Mann's "Flower People." We have omitted to mention a little work on the Tourmaline by A. C. Hamlin, M.D.

T. B. Peterson & Co., Philadelphia, will shortly issue a new society novel, by Mrs. Ann S. Stephens, under the alliterative title of "Bellehood and Bondage," uniform with her other books, and have also in preparation new editions of "The Heiress in the Family," by Mrs. Mackenzie Daniel, "Kenneth, or the Earle of Glengyle," by G. W. M. Reynolds, and a new and revised edition of Mrs. Hale's New Cook Book.

Porter & Coates, Philadelphia, who now own the plates and issue the hitherto published novels of Mme. Schwartz, have received such large orders for the new issue, "The Son of the Organ-Grinder," that its publication has been postponed. "Northern Lights," stories translated from the Swedish and Finnish by the same hands, is in advanced preparation, and later will come the collaborated French novel, "The Cross of Berny." "In the Days of My Youth," a novel by Amelia B. Edwards, is also announced. The new edition of the poetical works of Chas. Fenno Hoffmann, a leading American poet of the last generation will be uniform with Osgood's "Farringford" editions. The little folks are to be pleased with Mrs. J. L. Hallowell's stories from the *Christian Union*, collected under the title of "Bec's Bed-Time," and by the finely illustrated French juvenile, "Romain Kalbris." There are two valuable books of household devotion, "Sunday at Home," a manual of services by Bishop Stevens; and "Household Worship," partly responsive, by a layman, with an introduction by Rev. Danl. March, D.D. Their new edition of

Lord Derby's translation of the Iliad contains a biographical sketch of that statesman, by Dr. Mackenzie.

Amongst the promised publications of Pott, Young & Co. the most prominent are: "The Life of a Bear," illustrated with 24 full-page engravings; it is printed in large type, and will be tastefully bound; "Maggie's Mistake," a schoolgirl's story, by the author of "Aunt Annie's Stories"; it will be printed in large type, and illustrated with 24 full-page illustrations by L. Frölich, that prince of artists in portraying child-life. Natural history is a never-failing source of entertainment for our young people, and they will perfectly revel in "Anecdotal and Descriptive Natural History," by A. Romer; it contains 16 colored plates and numerous wood engravings. The Rev. J. S. B. Monsell has written some very pleasing "Nursery Carols," and Ludwig Richter and Oscar Pletsch have engraved over a hundred charming pictures for them. "Davie and Dot" and "Good Little Children" are both adapted from the French of Stahl—the former is illustrated with 24 full-page engravings by Froment, and the latter with 32 engravings by Frölich: they are both printed in 4to, and handsomely bound. "Buds and Blossoms" gives us several nice stories for children, and lots of pictures, six of them beautifully colored, and the rest very fine specimens of wood engraving. "Hurricane Hurry" and "The Three Midshipmen" are two stories of the sea, by W. H. G. Kingston; they make good large volumes of about 400 pages each, with lots of illustrations. "Athol" is a new novel by M. R. H., author of "My Inheritance," etc.; "Rownie," a new juvenile by the same author. "In School and College," a story for youth, is nearly ready. The London Christian Knowledge Society, of which P., Y. & Co. are agents in this country, have a long list of new juveniles, some of which have been put up in "sets" for convenience of selling. These books are among the best selling goods for Sunday schools, etc., and in this year's publications the society has done itself credit by the tastefulness of binding and general appearance of their books. Messrs. Eyre & Spottiswoode, in the various editions of their London Bibles and prayer-books, printed for P., Y. & Co., have several novelties. The "Papillon" and "Alaska" bindings are the most notable. The former is a solid metal cover, either gilt, silver, or oxydized; the latter is the skin of the sea-dog, and is a flexible leather of great durability. They have also a fine assortment of books in ivory and tortoise-shell bindings.

G. P. Putnam's Sons promise one of the finest books of the season—most elegant for a holiday volume—in "Summer Etchings in Colorado," by Mrs. Greator, with introductory text by "Grace Greenwood," who has been travelling in company with her in that region this summer. There will be twenty-one plates, of which most have already come to hand. Mr. Haven Putnam's admirable manual for readers and book-buyers, "The Best Reading," has been revised, and extended up to July, 1873, for the seventh thousand, which will shortly be issued, and "A Manual of Etiquette," by "Daisy Eyebright," will be added to the capital "Handy-Book Series." A new novel by Leonard Kip, French in subject though American in authorship, "The Dead Marquise: a Tale of the Chateau Sainte-Maure," is very nearly ready, and the third philosophic novel of Edward Maitland, "By and By: an Historical Romance of the Future," will be published in an American edition. Fay's "First Steps in Geography" is in preparation. An American edition of the "Essays on

Political Economy," of Bastiat, the great apostle of free-trade, is promised. Mr. Haven Putnam, while abroad, arranged for the publication in this country of a most interesting autobiographical volume, "Passages from the Life of Charles Knight," the well known *litterateur*, in an American edition, which is being re-edited and revised here, and also for editions of several other excellent English works. A capital book, by J. E. Taylor, "Geological Stories," giving in chronological order the "autobiographies" of pieces of granite, quartz, slate, etc.; a work on the preparation and mounting of "Microscopic Objects," by Thomas Davies; two fresh juveniles, "The Boy with an Idea," in which Mrs. Eiloart tells how his idea was too much for him, and "Legends of Savage Life," an outrageously funny romance-book, with grotesques by Griset; two Frölich books, "Mary and Puss," and "The Butterfly Chase," the text from the French of Stahl; Atlases of Scripture, and of Classical Geography, a cheap but comprehensive globe dictionary, and an illustrated pronouncing pocket dictionary, all in the Glasgow Series, and Pellegrin on perspective. New editions of two of Miss Sedgwick's popular juveniles, and of two nursery books, long out of print, "Mother Goose from Germany," and "Mother Pitcher for Young Folks," are also in the list.

A. D. F. Randolph & Co. promise a book of continental travel by that forcible writer, Rev. Dr. S. Irenæus Prime, "The Alhambra and Kremlin," and have nearly ready a novel commentary, with a new translation of the Book of Proverbs, by Rev. Dr. Miller, of Princeton. The New Testament part of the Biblical Museum will shortly be presented complete.

Roberts Brothers have ready the beautiful memoir of Thoreau, by Ellery Channing, and contemplate many other fine, remarkable, and entertaining volumes. The memory of that great American woman, Margaret Fuller, is to be revived by a new, uniform edition, in six volumes, of her works. Mr. Crocker's translations of Flammario's curious scientific fancies, "Stories of Infinity," will afford a delight quite fresh and new; while Miss Ellen Frothingham's English translation, sure to be good, of Lessing's "Laocoon, an Essay on the limits of Painting and Poetry," will be most acceptable to art readers. Cultured people, too, will be pleased with a revised edition of Hamerton's "Thoughts About Art," and with the publication of the same author's "Chapters on Animals," with twenty-five etchings by Veyrassat and Bodmer. A volume of poems, sweet and graceful, by John Boyle O'Reilly, a Boston editor, will be issued under the title, "Songs from the Summer Seas;" and there will be new "Diamond" and "Red Line" editions of Jean Ingelow's poetical works. An enlarged edition of that beautiful book, Plon's "Thorvaldsen" is promised. Hare's "Records of a Quiet Life" will be reprinted with an American introduction by Rev. W. L. Gage. Maetzner's English Grammar, a German philosophical work, which treats the English language on the most modern philological principles, is said to be valuable. Three excellent juveniles are promised: "What Katy Did at School"—a further history of "Susan Coolidge's" bright heroine—with illustrations by Miss Hallack; "Bed-Time Stories," by Mrs. Moulton, of the *Tribune*, charming, doubtless, and prettily set off by the pictures of Miss Ledyard; and "Giles's Minority," by Mrs. O'Reilly, the famous author of the "Doll World" series.

George Routledge & Sons will offer, besides their usual immense assortment of novels, juve-



niles, toy-books, and standard poets, a number of new editions of important books for some time out of print and now published in improved shape. Dr. Russell's correspondence on the Franco-German war is also expected. They continue the issue of their new edition of Bulwer, and publish also a new and cheaper edition of his dramas and his poems. Routledge's "Every Boy's Annual" for 1874 will be ready in good season.

Scribner, Armstrong & Co. send out Dr. Holland's greatest book, his autobiographical novel of "Arthur Bonnicastle," this week; it promises to be one of the great successes of the coming season. With it will be published Walter Bagehot's "Lombard Street," describing the financial machinery of England. A new volume by the venerable metaphysician, Rev. Mark Hopkins, D.D., ex-President of Williams College, "An Outline Study of Man," will attract wide attention. The brilliant stories of "Saxe Holm," glittering with gems of exquisite poetry, that have astonished magazine readers, will be collected into a volume. The next series in their library of novels will be "Wandering Willie," by an anonymous English author. Jules Verne's "Journey to the Centre of the Earth," another of his wonder-stories, fully illustrated, will be published by this house. The second volume of Prof. Morris's translations of Ueberweg's great History of Philosophy, with appendices by Pres. Porter, of Yale, and Prof. Botta, the latter on Italian philosophy, the third volume of the "Speaker's Commentary," and three fresh volumes of Schaff's Lange on Job, the Minor Prophets, and Revelations, the latter completing the New Testament volumes and including a full index to them, complete their present list. The new juvenile magazine, "St. Nicholas," will be issued in November.

Sheldon & Co. will issue in collected form the circumstantial accounts of Indian fighting, publishing by Gen. Custer in the *Galaxy*, under the title of "Life on the Plains." Mrs. Edwards' novel of "Miss Forrester," an early book, which American readers will welcome, will be ready the middle of the month; and they also promise a translation of some of the novels of the leading living German romance-writer, Zschokke, who, though widely popular in his own country, is little known in the English tongue, "The Rose of Dissentis" being the first. A sumptuous companion volume to "Christ in Song," comprising the beautiful thoughts about "Heaven in Song," edited by Rev. Dr. Fish, the well-known hymn-book editor, of Newark, will be the holiday issue of this house.

Shepard & Gill, Boston, who have made the hit of the season with "Life in Danbury," will have ready for the new year, "The Danbury News Man's Almanac," comprising his meteorological observations and new humorous productions, with original illustrations by an English artist, Robert Harris, and will issue also a fine edition of the first book for the holidays. Blanchard Jerrold's "The Best of all Good Company," comprising "days" with Scott, Dickens, Thackeray, and Douglas Jerrold, which pleasant papers are accompanied with portraits, specimens of manuscript, and illustrations by Harris, will be another volume suitable for a handsome gift. A compilation of "The Wit and Wisdom of Thackeray" is also promised. They have some notable juveniles in press in a second part of Gail Hamilton's sketches from "Child World," of which the first book was so favorably received, and "Santa Claus' Land," in which Miss Amanda M. Douglas tells the wonder-story of Santa Claus' home in the far

North, his little people, his workshop and the wonders of toy mechanism that are made in it; the three volumes will be boxed in a "Child's World Series." "The Birth-day Book of Proverbs," in which one's friends are to write their autographs on the birth-day page, with a proverb and verse of poetry facing it, will supplement "The Souls' Inquiries Answered," and thus form "The Birthday Series." A new edition of "Tom Cringle's Log," uniform with "The Deserted Ship," by George Cupples, two old favorites revived, fills out "The True Blue Series." "The Twins of St. Mareel," a fresh girl's book, and "Friendly Fairies," a book of fairy stories, by a favorite English author, will be other new issues, and will be called together the "Friendly Fairies Series." Other books on the list are volumes of the illustrated edition of De Quincey's works, "The Library Catalogue," and a new edition of that admirable book, "The Window Gardener." Late in the season this house will publish, with a hundred illustrations, one of the handsomest books of travel yet offered to the subscription trade, "The Marvellous Country; or, Three Years in Arizona, and the Home of the Apaches," a notable work by Judge S. F. Cozzens.

J. M. Stoddart & Co., Philadelphia, have commenced the publication, in parts, of "The Gallery of Famous English and American Poets," edited and selected by Henry Coppée, LL.D., President of the Lehigh University. The work is an imperial 4to, and is profusely illustrated with steel engravings, and printed on superfine toned paper.

John Wiley & Son will publish a novel on "Art Culture," in which Rev. Wm. H. Platt, of St. Louis, has selected passages from Ruskin's writings and woven them into a continuous book on painting, sculpture, and architecture, and will also issue the first two lectures, on the swallow and the robin, in Ruskin's own series on "Greek and English Birds," and a further series of his "Fors Clavigera," letters to workmen and other people. Another volume in the classics, arranged according to the English *ordo*, "Cicero," is nearly ready.

## LITERARY AND TRADE NEWS.

IN a letter to the editor of the forthcoming edition of the poetical works of Chas. Fenno Hoffman, which Porter & Coates are to publish, William Cullen Bryant writes of the author's productions: "His poems bear the impress of his noble character. They are the thoughts of a man of eminent poetic sensibilities, who delights to sing of whatever moves the human heart—the domestic affections, patriotic reminiscences, the tradition of ancient loves and wars, and the ties of nature and friendship. These thoughts are expressed in musical versification with the embellishments of a ready fancy. The friends of your uncle have reason to thank you for presenting them in this manner the moral and intellectual image of him whom they have had such reason to esteem."

CASSELL, PETER & GALPIN will publish shortly a work descriptive of the adventures and discoveries of the early explorers, by Mr. Frost.

MR. DU CHAILLU is busy on his book of travels in Norway and Sweden.

EDMOND ABOUT takes the place, which the late M. Philarete Chasles so admirably filled, of Paris correspondent to the *Athenaeum*.

AN important linguistic work is in preparation abroad, to be entitled "Primitive and Universal Laws of the Formation and Development of Lan-

guage : a Rational and Inductive System founded on the Natural Basis of Onomatops."

EUGENE CUMMISKEY, Philadelphia, has removed from his old quarters to 1316 Chestnut street. He has entirely given up his retail business, and will in future confine his attention to the wholesale trade only. Cummiskey has in preparation a new illustrated 32mo Catholic prayer book, which in the matter of illustrations and typography, is to be a great improvement on the majority of those now in the market.

M. HENRI TAINÉ has informed his American publishers that he is at work on a history of the French revolution. An exchange says that if words can picture those great catastrophes, we shall now look upon it in all its lurid and fantastic colors.

THE new edition of Curtis on the Law of Copyright, which Little, Brown & Co. have in hand, will not be published until next year, and will then include all the discussions of the current year. It will be very complete in citing the English and American cases since the book was first published, now many years ago, and as the one authority on this important subject will be received as supplying a want.

MR. E. M. ARCHIBALD, British Consul at New York, has been requested by his government to ascertain if there are any libraries or public institutions in his district which wish to receive a set of the publications of the Cobden Club. These the Club is willing to give away, and Mr. Archibald will at once attend to such applications for them as may be addressed to him. We presume that public libraries in other parts of the country, which desire the excellent works in free trade literature issued by this association, will also be supplied on application.

THE *Academy* says of Joaquin Miller's "Songs of the Sunland": "It must be admitted that his old gifts, though still remarkable, have rather run to seed, while his faults of imitation and incompleteness have been confirmed," and accepts as quite true his own confession as to a part of the book:

Unfinished, and guiltless of thought as of rhyme,  
Thrown now on the world like waifs on the shore.

McLOUGHLIN BROS., the inexhaustible novelty publishers, are out with an ingenious and instructive contrivance for children, called the "Chiromagica; the Wonderful Question Answerer." This novelty combines both instruction and amusement. It consists of a number of questions and answers relative to facts worth knowing, which are printed on circular cards. Any one of the questions by a certain combination is answered promptly and correctly, in a seemingly magic and quizzical manner. The cards are printed in brilliant colors, and the whole affair is put up in a handsome, black walnut box. "The Chiromagica" is an extremely attractive and useful toy. It sells for \$18 per dozen.

McLoughlin Bros. also will issue, October 1, Nine New Paper Dolls, three sizes, elegantly printed in colors, put up in envelopes; per gross, \$6, \$9, and \$12. "Uncle Sam's Big Picture Books," same size and price as Aunt Louisa's, being the commencement of a series of American stories for little children, written and illustrated with great care, and printed in the best style of color printing. October 15, "Alphabet of Country Scenes," 24 illustrations, by H. W. Herrick, and "Baby," six home pictures, by J. H. Howard. November 15, "Putnam," "Pocahontas," each six pictures by J. H. Howard. New games, Nov. 1, Captive Princess, Spider and the Fly, cards; Picture Loto, Nations; new game of Old Maid; new game of Authors.

THE life of a man like Charles Knight, who may be said to have founded that system of popular education which brings the highest literature of the language within the reach of the lowest of the people, should possess a special interest for readers in a nation at the basis of whose institutions such a system must lie. The publication of the "Penny Encyclopædia" and "The Library of Useful Knowledge" completely revolutionized the whole method of teaching the English people. Mr. Knight was, perhaps, the first to perceive that text-books alone could not supply all that was necessary to the development of popular intelligence. What was required to supplement the text-books had hitherto been accessible only to the wealthier classes, but in the admirable series of works planned by Mr. Knight the clearest scientific information on the one hand, and on the other a knowledge of the higher literature, were placed within the reach of every member of the poorer and working classes. Apart from this work, Mr. Knight's life was interesting from his association during a most important half century with nearly all classes of the leading and thinking men of Great Britain. In "Passages in the Life of Charles Knight," which will be published here in a separate American edition, by G. P. Putnam's Sons, pursuant to arrangements made in Europe by Mr. J. Haven Putnam, in his recent visit, the story of his labors is simply and dramatically told in his own language, which has been left unchanged as far as was consistent with the slight abridgment that it has been considered advisable to make from the more voluminous English edition.

HENRY CAREY BAIRD has nearly ready for publication a Practical Manual of Chemical Analysis and Assaying, as applied to the manufacture of iron from its ores, and to cast-steel, wrought-iron and steel, as found in commerce, from Robert Mallet's edition of the work of De Koninck and Dietz, with additions by A. A. Fesquet.

MR. J. BLAIR SCRIBNER is home again, having returned by the Russia, in fine health, having made the grand tour at a speed, and used his eyes with a quickness, that only young America is capable of.

OVER sixteen thousand volumes of the authorized edition of "Little Women," were sold in England the last half of 1872, not to speak of pirated issues. Mrs. Whitney's books have also a large sale across the sea.

THE Mercantile Library of New York has just issued in pamphlet form its fifty-second annual report, at the date of which, April 30th, it had on its shelves, 143,273 volumes, an addition during the year of 6,919, of which about half were in English fiction. Both the receipts and membership have been less than usual this year, owing to the state of trade, the total membership being now but 9,797. The circulation was 239,533. The total income was \$38,869 46; expenditures, \$38,278 15, of which the item of \$481 for special appropriations to clerks at Christmas, is worthy of favorable notice. The average attendance in the reading-room on Sunday has been but 78, the largest number being 149, while the average daily attendance is about 550. Except that at Norwalk, and the branches at Yorkville and in Cedar street, all the branch offices have been discontinued, because they failed to pay. Mr. G. J. Schermerhorn continues librarian. The report speaks of the need of adopting the one alphabet system when a new catalogue shall be determined upon, and firmly insists upon the necessity for a new fire-proof building up-town, as well because of the present inadequacy of the shelf room as of the danger of loss by fire.



## BUSINESS CHANGES.

BALTIMORE, Md.—The Book and Publishing Co. M. E. Church, South, have removed from 10 N. Charles street to No. 246 W. Baltimore street, where they will keep a large supply of religious and miscellaneous books, hymn and tune books, Bibles, prayer books, and tracts, Sunday-school books and requisites, stationery, etc.

CLEVELAND, O.—The copartnership heretofore existing under the firm name of Brooks & Co. has been dissolved by mutual consent. Messrs. Stephen E. Brooks, Arthur S. Brooks, Ernest L. Schinkel, of the old firm have formed a new copartnership under the firm name of Brooks, Schinkel & Co., for the transaction of a general wholesale and retail book and stationery business, at 247 Superior street.

KANSAS CITY, MO.—Mr. H. T. Wright has purchased the Post-Office Book Store, which he will carry on hereafter, as well as his elegant book store near the Junction.

## CATALOGUES WANTED.

M. B. ROBINS, bookseller and stationer, and dealer in wall paper, window shades, chromos, frames, and fancy stationery, Shelbyville, Ind., wants catalogues and price lists.

BARBOUR & WEST, dealers in books, stationery, toys, notions, etc., Tabor, Ind., want catalogues and price lists.

## BOOKS WANTED.

DODD & MEAD want the 12th and 13th Annual Reports of the Regents of the University of N. Y. on the Condition of the State Cabinet of Natural History, etc.

DODD & MEAD desire any books, papers, pamphlets or information of any kind concerning Kit Carson; also want General View of The Fine Arts Critical and Historical, published by G. P. Putnam.

A. WILLIAMS & CO., booksellers, Boston, want 2 copies of "Brisee," a novel.

TO buyers and sellers of "Second-Hand School Books," correspondence solicited by A. H. Clark, Bookseller, Peekskill, New York.

## SITUATIONS WANTED.

AN active, energetic young man, of good address and twelve years' experience, thoroughly familiar with the book business, for several years past in a large publishing and jobbing house as buyer, correspondent, etc., wishes to change, and desires to engage with a live house. New York preferred. Reference, present and former employers.—Address, "A. Y. M.," at this office.

A MAN thoroughly familiar with the wholesale book and stationery business, and with a long experience, both as salesman and buyer, in New York city, now desires an engagement in a publishing and jobbing house, either in New York or Philadelphia, the same to commence on or before the 1st of October. Address, Salesman, this office.

## FOR SALE.

FOR SALE—A bookbindery located in one of the best towns in central New York, and doing a large business. Tools and fixtures nearly new, and of the most modern and approved makes, only about \$2,000 to \$2,500 capital required. Terms easy. Satisfactory reasons for selling. Address "Bookbinder," care F. Leyboldt, 37 Park Row, New York.

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JOHN WILEY & SON, 15 Astor Place, New York, have now ready A Treatise on Civil Engineering, by D. H. Mahan, LL. D., late Professor in U. S. Military Academy, West Point. Revised and edited, with additions and new plates, by DeVo'son Wood, Professor in Stevens Institute of Technology. 1 vol., 8vo. \$5.00.

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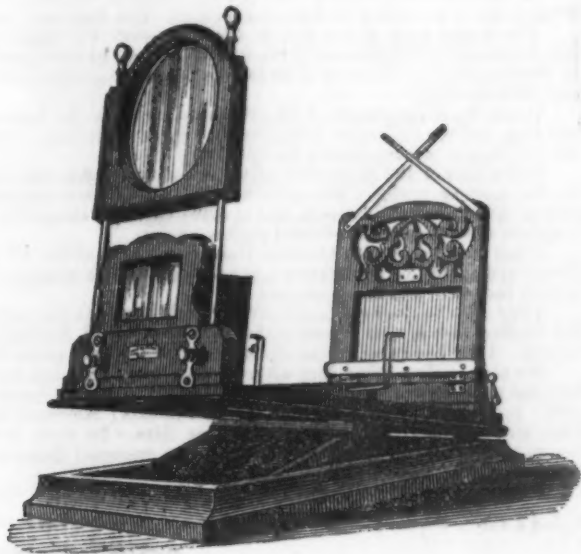
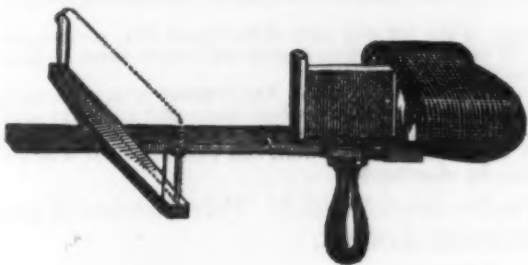
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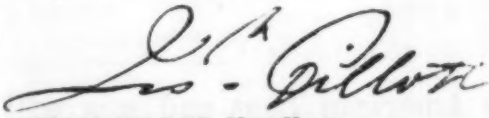
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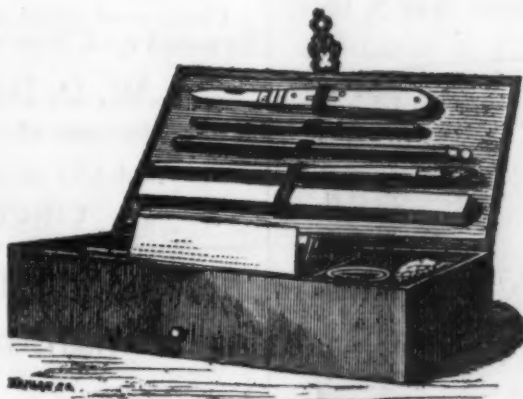
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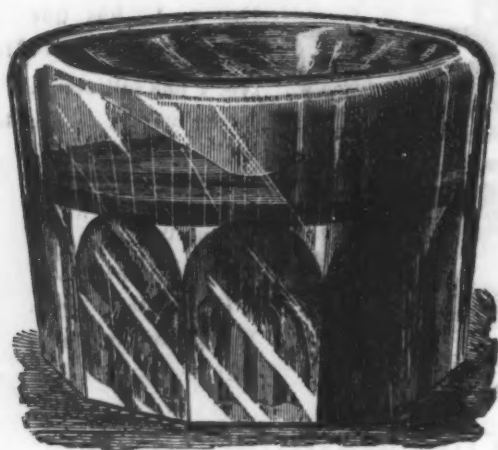
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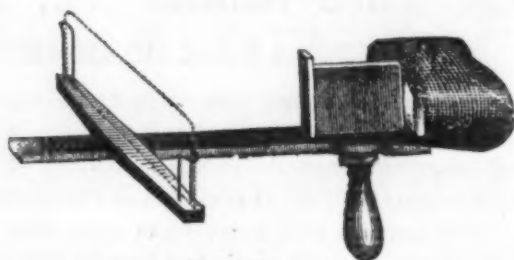


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